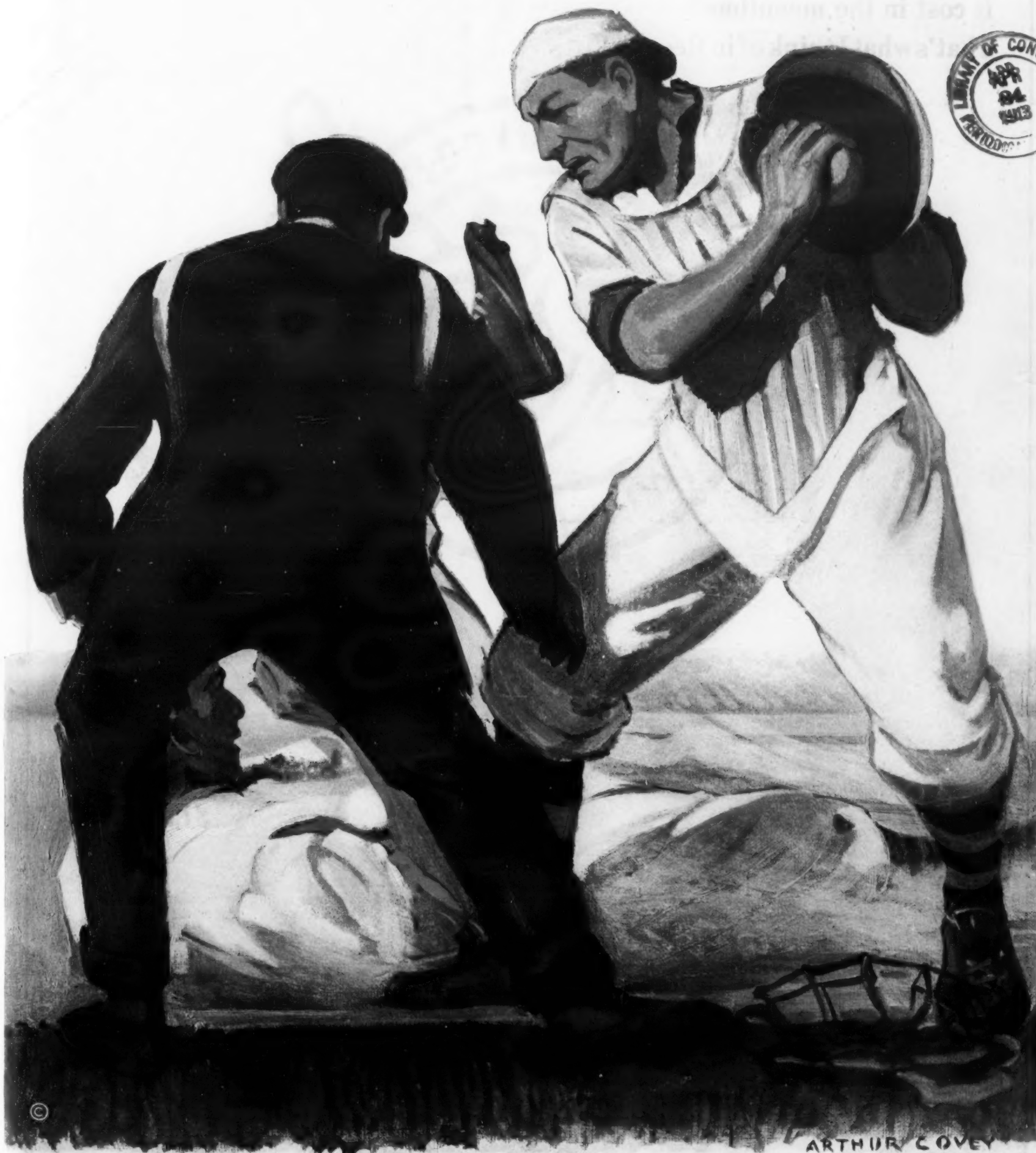


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Leslie's

BASEBALL NUMBER



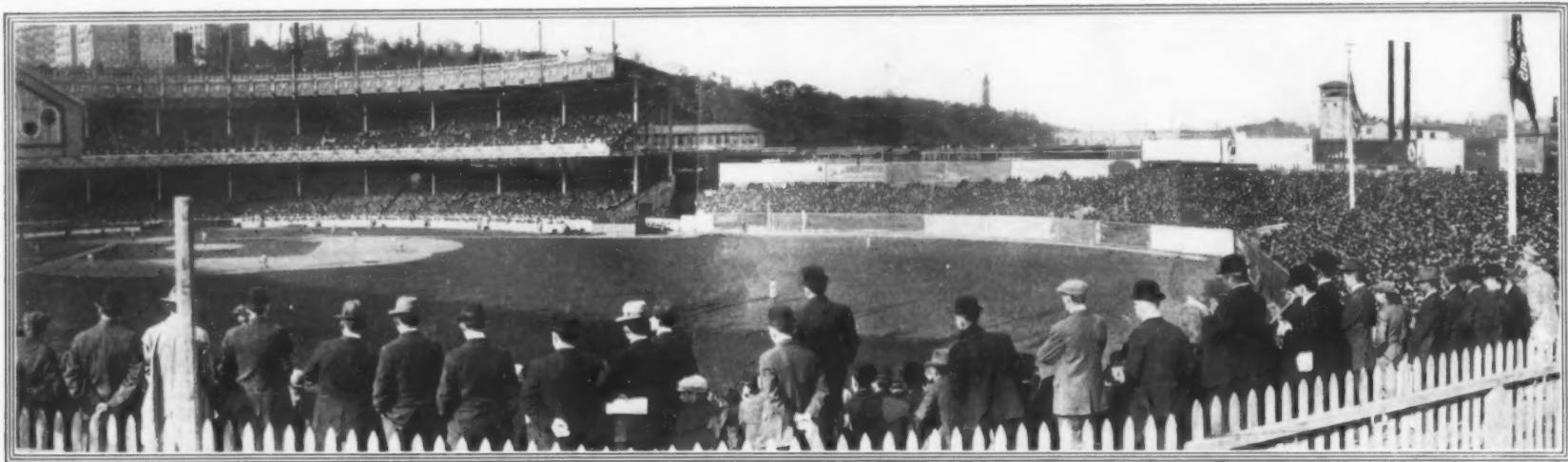
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The Schweigler Press

SAFE AT THE PLATE

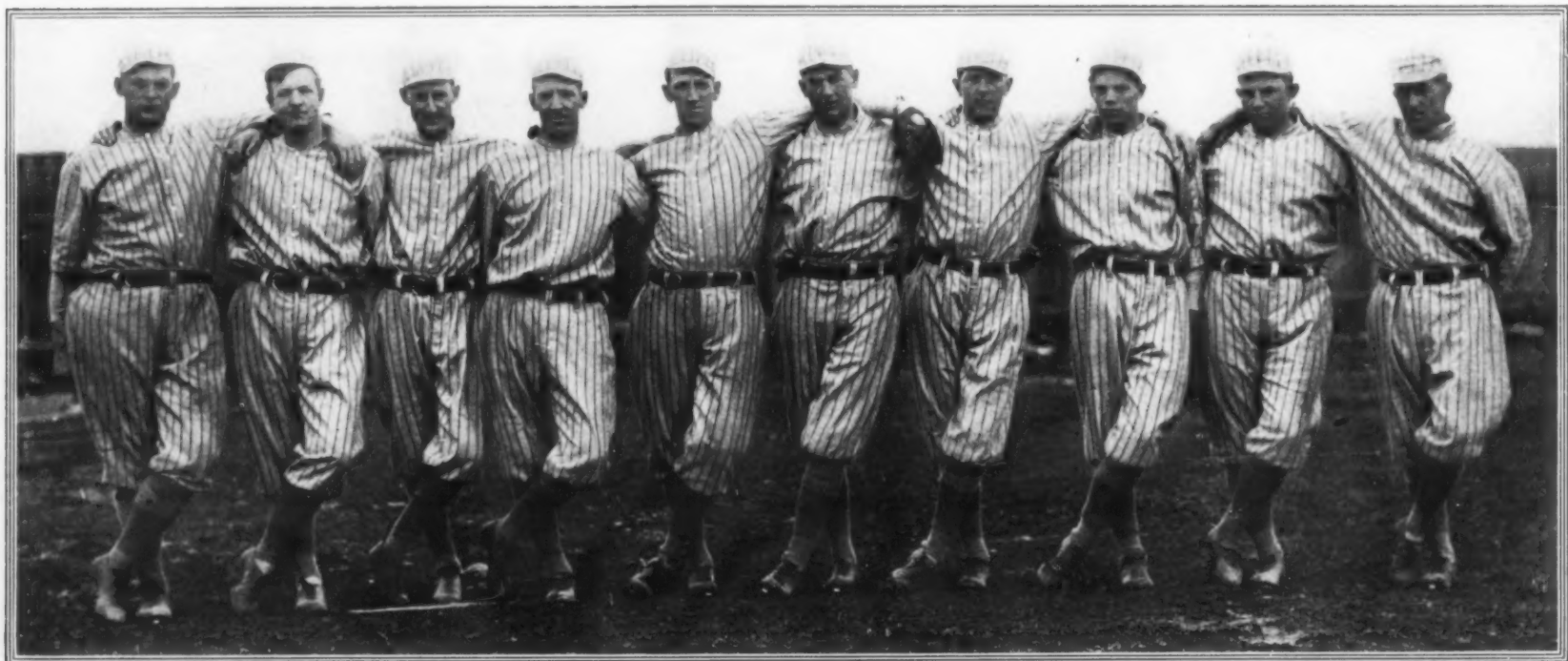
OVER 400,000 COPIES THE ISSUE

A Battlefield of Two Great Teams



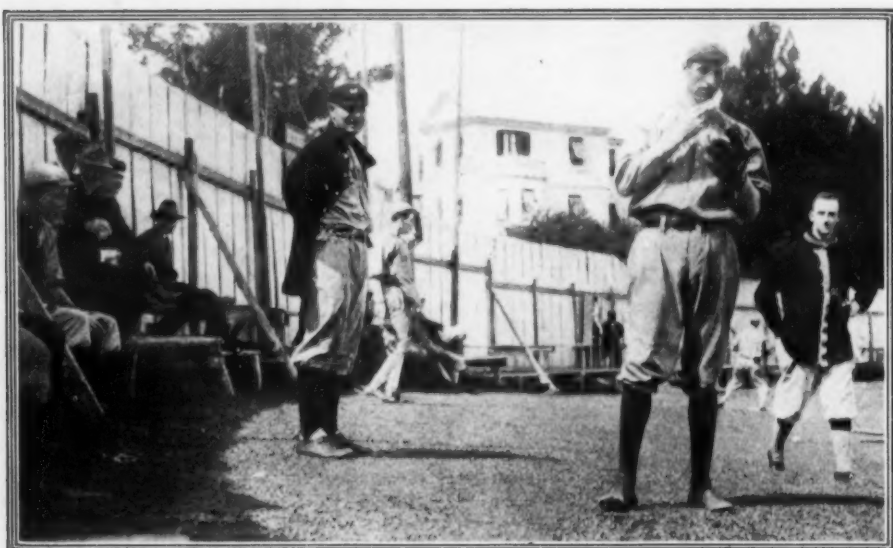
THE POLO GROUNDS, NEW YORK CITY, HOME OF THE NATIONAL LEAGUE.

Here, on a field costing about half a million dollars, with a seating capacity of 40,000, the "Giants" and the "Highlanders" will play their opponents in their respective Leagues in the season now opened. The photograph shows a World's Championship game and a typical audience.



"GIANT" PITCHERS WITH MUSCLES LIKE LEATHER THONGS.

(From left to right) Tesreau, Mathewson, Wiltse, Ames, Demaree, Smith, Kirby, Schupp, Crandall, Goulalt.



FRANK CHANCE WATCHING McCONNELL THROW "A SPITTER."
A photograph from the training grounds at Bermuda.



THREE OF THE "GIANTS" CATCHERS.
Wilson, Hartley, "Chief" Meyers.



EAGER "HIGHLANDERS" GETTING INTO TRIM FOR THE SEASON'S FRAY.

(Standing from left to right) Green, Martin, Keating, Young, Harberson, Priest, Walters, Lellvelt, Herritt, Chase, Williams, Derrick, McConnell, Chance, Sweeney, Caldwell, Stump, Schultz, Fisher, Barry, Hartzell, Warhop, Davis, Ford, Daniels, Hoff, Midkiff, Cree.

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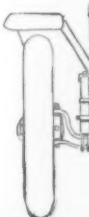
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Will you take this job



You can make \$100.00 monthly with my corking line of snappy household necessities. My goods sell at half ordinary retail price, and they are well known. I have customers growing bigger every day. I've simply got to have more agents to supply my customers. I need a hundred new agents right away and this is YOUR chance to make your \$25.00 to \$30.00 every week of the year.

My Goods are Self-Sellers

I pay real money for your work, not trashy furniture, fake glassware or cheap plated watches, such as many houses offer. It has taken me seventeen years to build my business to its present great size, and I challenge the world in the matter of up-to-the-minute goods.

Young Man I Want You

I want you to go to work for me right away as agent. You need no experience. I have thousands of agents making big money. Many were formerly farmers, teachers, clerks, doctors, mechanics, laborers, teamsters and some were young folks just out of school.

I Love My Business

I have sold goods myself—I started at the bottom. I spent part of my time making soaps, perfumes and toilet articles, and part of the time selling the goods. I began hiring others to help me sell and soon I had to devote all my time to manufacturing goods and hiring agents. The house of E. M. Davis Soap Co. is a live one—it knows what agents should do and it knows how to treat them.

The Position is Ready for You

I haven't space to tell you about my big factory or give you full particulars in this advertisement, but I will say this, you will never regret just sending me a postal or letter saying "Please mail me your liberal agent's offer."

E. M. DAVIS, Pres. E. M. DAVIS SOAP CO.
A 142 Davis Block, Chicago, Ill.

Motor Advice

Let Leslie's Motor Department Help You

IF you drive a motor car, ride a motor cycle, or run a motor boat, the Motor Department can help you with suggestions and assist you to solve some of the problems of equipment, routes or operation that may arise.

Fill out this coupon and mail immediately.
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Motor Truck.....
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Please send me free of charge the following information: *

* Touring Routes or information concerning Equipment or Accessories may be requested if desired.

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Address
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225 Fifth Avenue, New York
Gentlemen:

I am considering the purchase of a.....
(Give name of make if you have any preference or the price you want to pay.)

Motor Car.....
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Motor Cycle.....
Motor Boat.....

Please help me in its selection and give me, free of charge, the following information:

Leslie's

ILLUSTRATED WEEKLY NEWSPAPER

THE OLDEST ILLUSTRATED WEEKLY
NEWSPAPER IN THE UNITED STATES
EDITED BY JOHN A. SLEICHER

"In God We Trust."

CXVI.

Thursday, April 24, 1913

No. 3007

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Persons representing themselves as connected with LESLIE'S should always be asked to produce credentials.

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The contributor's name and address should be on the back of every photo, and none should be sent in without full, complete and accurate description. Many photos have been rejected because of the lack of correct data. Accuracy should be the first consideration. An inaccurate statement is always challenged, and this is annoying.

The Editor is always ready to consider short stories or articles, which should be typewritten on one side of the sheet only, and should not exceed 3,000 words.

Every manuscript should bear the name and address of the author or sender, plainly on the manuscript, and not on a separate slip or in an accompanying letter.

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Some of Next Week's Features

The next issue of LESLIE'S WEEKLY will be an ARMY AND NAVY NUMBER, and will contain the following, among other, interesting and attractive articles:

YOUNGER ADMIRALS FOR THE NAVY, by Col. Robert M. Thompson, Chairman of the Executive Committee of the Navy League of the United States. This article advocates the policy of promoting officers to the position of admiral at a much earlier age than is the present practice, so that young and vigorous men may be secured who will have time to obtain the necessary experience to fit them for supreme command.

WANTED, A MILITARY POLICY, by Arthur W. Dunn, which states that a suitable military policy for this country has been evolved and endorsed by leading men, but that Congress has failed to enact it into law. This policy involves an adequate and mobile army with thorough training on a large scale, and with a system for an adequate reserve, so that the country will not be so unprepared as it has been in the past in case of outbreak of war.

OUR NAVY'S WINTER BASE, by Norman Reeve, describes the great naval station at Guantanamo, Cuba, where our warships engage in maneuvers and target practice, and where every provision has been made for training the bluejackets, and providing them with wholesome recreation. Thousands of manly young fellows will find it to their advantage to read this article.

THE SECRETARIES OF WAR AND THE NAVY will contribute articles of an authoritative character on the branches of the service of which they have charge, expressing their views regarding the proper size, quality, and equipment of the respective organizations of the nation's defenders.

In answering advertisements please mention "Leslie's Weekly."



Sturdy Tools for Garden Workers

A garden tool may look all right, but when it's put to actual, everyday use the test comes.

Keen Kutter Garden Tools stand testing—they've the kind of sturdy stamina that "gives and takes" without flinching. Blades and tines are of best crucible steel, shaped and tempered with painstaking accuracy and guaranteed to hold edge and point longer than any other tools doing an equal amount of work.

Handles on Keen Kutter Garden Tools are of selected second-growth timber, well seated and springy enough to yield a trifle under strain and so ease the worker. You can "bank" on

KEEN KUTTER Garden Tools

every time. Remember, if you try a hoe, sickle, weeder, spade, spading fork, rake or any other earth-working tool that bears the Keen Kutter trade mark and it proves soft, ill-shaped, poorly balanced or improperly put together, your money comes back to you.

"The Recollection of Quality Remains Long After the Price is Forgotten."

—E. C. SIMMONS
Trade Mark Registered.

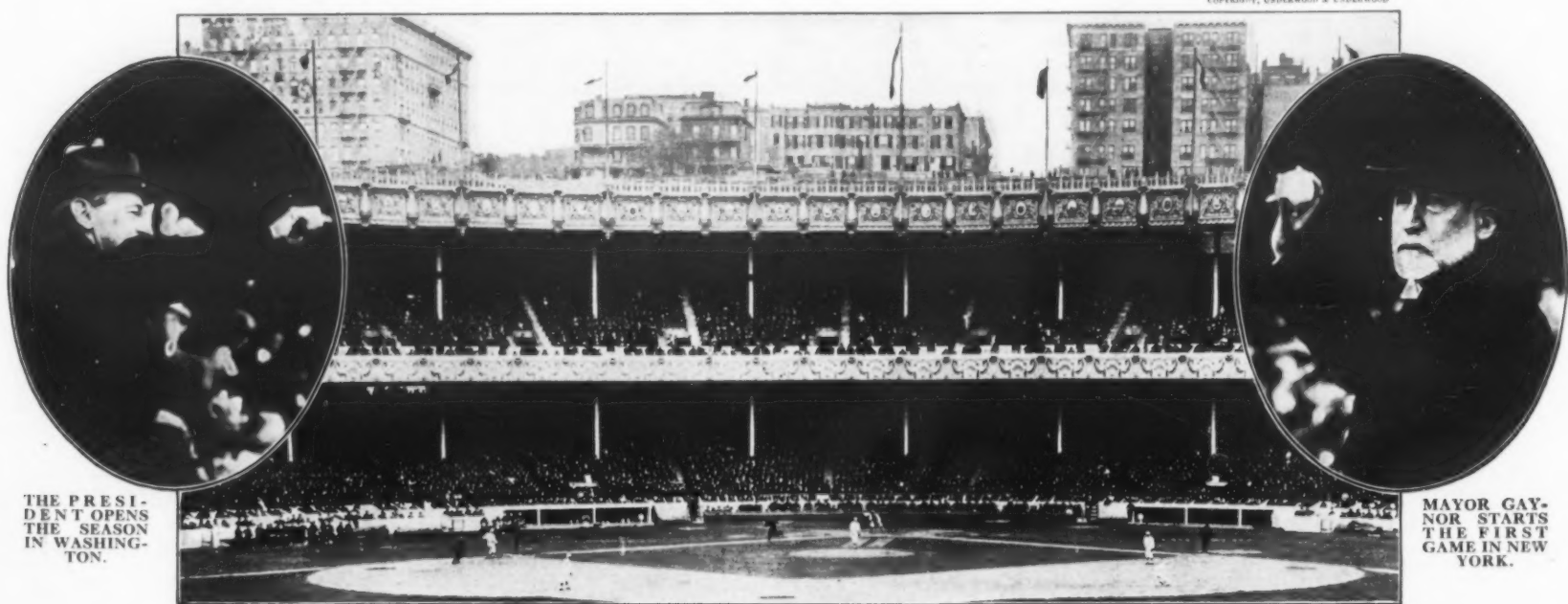
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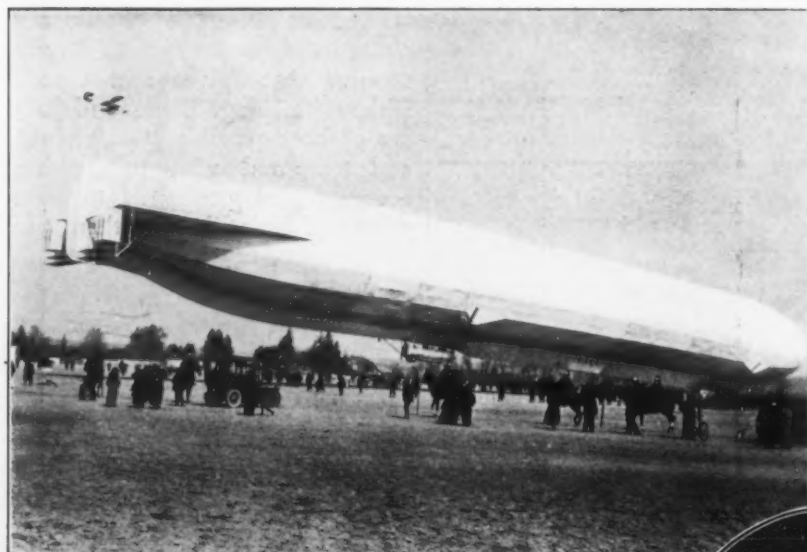
News of the Time Told in Pictures



THE PRESIDENT OPENS THE SEASON IN WASHINGTON.

MAYOR GAYNOR STARTS THE FIRST GAME IN NEW YORK.

A MULTITUDE OF "FANS" AT THE POLO GROUNDS CELEBRATED THE OPENING GAME IN NEW YORK.



AMILITARY BALLOON UNDER ARREST.

The "Zeppelin IV," with a detail of German officers, descended on French soil by accident and caused great excitement until its mission was explained.



MR. MORGAN'S LAST JOURNEY.

The casket covered with flowers and followed by a notable delegation of representative men, was borne to the tomb with simple and impressive rites.



KING ALFONSO OF SPAIN AND HIS HEIR.

For the seventh time in his reign, the King has narrowly escaped death. Three shots were fired at him, at close range.



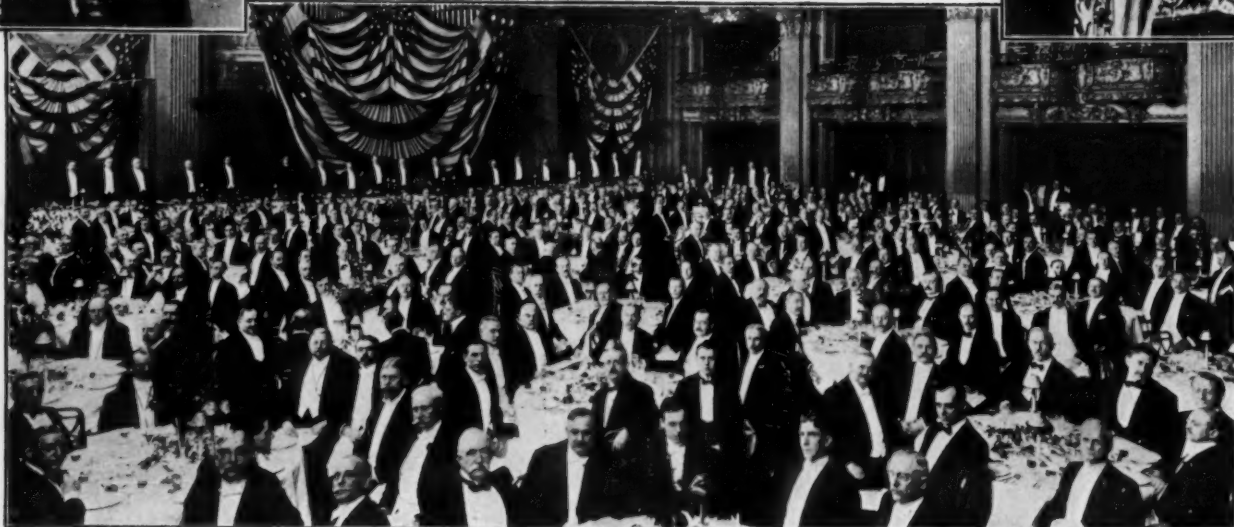
KING ALBERT OF BELGIUM.

Whose work of settling labor disturbances involving 300,000 workmen is being watched by all Europe.



POPE PIUS VII. IN HIS PONTIFICAL ROBES.

His protracted illness called forth expressions of sympathy and anxiety from all parts of the world.



FAREWELL BANQUET TO WM. LOEB, JR., COLLECTOR OF THE PORT OF NEW YORK.

It was attended by men of distinction, representing all the political parties, as a tribute to the efficiency with which the retiring Collector had administered the chief post in the Customs Service.

EDITORIAL

Blind!

LET decency come into vogue again, even with the cartoonist.

An organ of the tariff smashers has a cartoon of four blind beggars holding out their hats, labeled respectively: "Cotton," "Wool," "Sugar," and "Steel," with the caption of, "The Panhandlers."

In an editorial, it speaks of the captains of these great industries as "Beggars on horseback," "Industrial paupers," and the beneficiaries of our protected industries.

Is this fair? Is it just? Is it decent? We know of few newspapers or other publications, that have been greater beneficiaries of the advertising funds, distributed so liberally by these "beggars on horseback," than newspapers which print such cartoons.

While they held out their hats for their share of the advertising funds, these captains of industry were not called "beggars, panhandlers and impostors."

They were business men, upright, successful, sought for, believed in, providing employment for thousands, and hundreds of thousands of deserving workmen, at the highest wages paid in the world; pensioning their deserving employees, sharing profits with them and thus making them partners in the protected industries which are now denounced as only worthy of the caricaturist's contempt.

Let the newspapers rule!

What Did the Election Give Them?

THE Presidential election gave all the parties, except the Socialists, fewer popular votes in 1912 than they obtained in 1908. Wilson's total, 6,293,120, was 115,984 below Bryan's popular poll in 1908; Taft's 3,485,082 was 4,193,826 under his vote in that year; Chafin, Prohibitionist, with 206,427 votes, fell off 47,413. On the other hand, Debs, the Socialist nominee, with 901,839 votes, gained 481,046 over 1908, or much more than doubled his poll of that year. These are the comparisons which the complete and official vote from each State, now at hand, enables us to make.

Roosevelt's Progressive party represents a new political sect, which was not in existence in 1908. Born in the excitement of the canvass of 1912, the new party made a surprising canvass, its poll of 4,119,582 being 634,500 in excess of that of the Republican party, which had been in existence for fifty-six years, and which had been in control of the government's affairs during the greater part of that time. Practically speaking, however, the Progressive party consists of one man. Its great vote was due to the popularity of Theodore Roosevelt. The Progressive party probably will have disappeared before 1916, although in these days of partisan convulsions and revolutions, prophecy runs up against many hazards.

By splitting the Republican party in the middle Col. Roosevelt enabled Wilson to carry enough States to make his electoral vote, 435, far greater than was ever gained by any other Presidential candidate, while Taft carried the States of Utah and Vermont, with 8 electoral votes, and Roosevelt gained California (except two votes which were captured by Wilson), Michigan, Minnesota, Pennsylvania, South Dakota and Washington, with an electoral vote aggregate of 88.

One of the many strange features of a campaign which had more peculiarities than any other within the memory of living men, is that the combined popular vote for Roosevelt and Taft falls 47,244 below that of Taft in 1908. It is 1,311,544, however, in excess of that of Wilson, indicating that if the Republican line remained intact Taft would have swept the country.

The strangest development of all of the campaign of 1912 was the comparative weakness shown by Wilson. Although 1,500,000 had been added to the number of persons entitled to vote since 1908, Wilson's poll, as before shown, fell far below that of Bryan four years earlier, as well also as in 1896 and 1900. With 74,000 votes in combination, the new States of Arizona and New Mexico appeared in the recent canvass for the first time. The enfranchisement of women in California and Washington since 1908 added nearly 600,000 to the electorate in those States, while 8 per cent. had been added to the population of the country in the interval. Yet these big gains, and the incentive which was furnished to every Democrat to go to the polls, profited him nothing. In a particularly emphatic degree Wilson is a minority President.

For Railway Power and Prosperity.

THE Erdman Act for arbitrating railway disputes is by no means satisfactory to the railroads, nor wholly satisfactory to their employees. When the firemen of the Eastern railroads threatened to strike, the roads protested earnestly against arbitration under the act. They finally consented to do so, solely because this was the only way to avert a strike. At the same time the firemen put themselves on record as favoring amendments which would render the act more applicable to present conditions.

A general railroad strike, covering a wide area in the more populous sections of the country, would paralyze trade and bring hunger to millions in the great cities. Nothing should be left undone in the way of helpful legislation that would prevent the possibility of such a disaster. The Erdman Act doesn't fill the bill. It was designed for local rather than general disturbances. The board of arbitrators which it provides consists of three persons, two repre-

sending the opposing parties and the third a neutral. In disputes like that of the firemen of fifty-four distinct roads, covering a large section of the country, one neutral is not sufficient to look after the interests of the public, who, in case of a strike, would suffer most of all. A larger board, with an increase in the proportion of neutrals to partisans would insure more equitable decisions.

The Erdman Act concerns only employees engaged in actual train service. Yet some of the most serious strikes have been those affecting shopmen and others not engaged in train service. Organizations of such classes of railroad employees have asked already that the law be extended to include them, and this should be done. "Railway managers, railway employees and the public," says the Railway Business Association, "should co-operate to obtain legislation which will place them squarely on the side of industrial peace and public convenience, and accomplish some progress in the direction of equity for all concerned in the settlement of wage disputes."

There is a feeling of anxiety in the business world and railroad circles over the possibility of an appalling general strike through the failure of the Erdman Act to meet the situation. The conductors and trainmen of the Eastern roads have announced that they will press their demands after the firemen's case has been settled. While the extra session of Congress will consider only a limited number of questions deemed of great importance, an amendment to the Erdman Act is a matter of prime importance at this time. An amendment that would insure more adequate and equitable consideration of the interests of the public, and that would guard as effectively as possible against the occurrence of railroad strikes would give the whole business world much needed assurance.

No "Godless Good."

IT is true that "a vast and increasing number of good people are not religious." Under the caption, "the problem of the godless good," the *London Spectator* discusses the situation, concluding with the declaration that God-fearing men and women really belong to the same company as the godless good. The phrase "godless good" is more catchy than correct. Strictly speaking there is no such class, and even the *Spectator* finds that those so described are "recipients of the direct grace of God."

There was a time when religious people were much upset when any good person was found not among their own number. Religion was then identified exclusively with a personal profession of faith or definite connection with a religious body. When a person was discovered not of this number and who yet seemed to live a good life, they met the seeming contradiction by declaring that the acts of a moral man were worse than those of an infidel. Morality was divorced from religion and God's grace confined to certain restricted channels. Men forgot, or rather they had not adequately apprehended, the truth that the true light "lighteth every man coming into the world."

In harmony with this great fact, however, religion to-day is conceived in broader and deeper terms than it once was. No man should be so rash as to seek to define the limits of the church invisible. Many who have not identified themselves with the churches, and many in lands which have never known the Christian gospel, have nevertheless responded to the true light.

There is no such class as "the godless good."

Relation of Wages to Virtue.

SINCERE and earnest reformers are in danger of going too far in attributing to low wages most of the social evil. The securing of a minimum wage law for all female workers would not by any means mark the end of the social evil, for there are too many other factors entering in. There have been, it is true, a sufficient number of careful investigations to prove that inadequate wages have helped to drive many girls into a life of shame, and certainly a living wage, apart from all other advantages, would equip the working girl the better to resist temptation. But more essential as a resisting force is careful training of girls on the part of their mothers. A love of virtue may be so strongly instilled into a girl's mind before she is sixteen that the desire for finery or an easy time will be powerless to overcome it.

The minimum wage as a panacea for the social evil also leaves out the man in the case. The cunning and duplicity of a man who pursues his victim until she is off guard or can no longer resist is at the bottom of many a girl's downfall. At a hearing in Washington conducted by the Illinois sensational vice commission, Dr. W. C. Woodward, health officer of the District of Columbia, placed the responsibility for the downfall of 90 per cent. of women directly at the door of men. Our boys must be trained in the home to respect not only their mothers and sisters, but womankind in general.

That the wage is only one of numerous causes of woman's downfall is shown by the data gathered by rescue agencies. At the same hearing in Washington, an officer of the Florence Crittenden Homes, which have cured more than 20,000 wayward girls throughout the country, testified that there are more society girls, girls from good homes, with fathers and mothers able to provide for them amply, who have fallen into vice and come to be inmates of the Florence Crittenden Homes than wage earning girls; that very few, indeed, blame low wages for their downfall. There is danger in reform work of losing one's sense of proportion. The wage of women is only one of many factors to be reckoned with in social reform work.

The Plain Truth.

LIFE! Everybody to his own tastes. Some people like to go to church and some prefer to go to jail. A good many go to jail without having a preference for it and we are afraid that some people go to church in like manner. Our luminous contemporary *Life* criticizes LESLIE's for rejoicing because the churches outnumber the jails. It asks if the jails do not reach a class that the churches cannot touch and if it would not be better to say that there is room for both. We suppose so. It all depends on which place you like the better. Take your choice—for *Life*!

WILSON! We are not surprised at the statement that President Wilson does not anticipate much of a reduction in the cost of living from the proposed reduction in the tariff. The one thing that will reduce the cost of living will be hard times. With less work and low wages, there will be less money not only for luxuries, but also for necessities. Thus the invariable law of supply and demand will operate once more. This is the law that regulates and controls prices. If the people haven't the money with which to buy, the demand will be lessened and prices will drop. Watch and see how this law works!

AWFUL! Will somebody please bust Uncle Sam? The Director of the Mint reports we made a profit on the Mint service last year of 450 per cent. Everybody knows that our pennies, nickels, dimes and quarters do not contain the amount of metal which their face value represents, but few realize that on this money last year the Government made the enormous profit of \$6,500,000. Out of every pound of nickels, costing the Government 23c., it coins \$4.55 worth of five cent pieces. Just imagine what the trust busters would do to any American industry that made such a profit, or think what the railroad smashers would do if the railroads made such dividends. Let the people rule!

FLOUR! Imported flour, under the protective tariff, has been paying 25c. a barrel, not very much protection to the American miller. A dispatch to the *New York Times* reporting that this duty is to be removed under the new administration adds: "One result of the removal of the flour duty probably will be that many American flour manufacturers will establish mills in Canada." Undoubtedly, this will be the result of making flour free. But what will the workmen in the closed American flour mills do? Will they seek jobs in the Canadian mills, or new avenues of employment? That is a question that a good many other workmen will have to answer after the reduction of the tariff has been carried out. It may be as well to think of these things now. Let the people rule!

OMAHA! A banker in Omaha who reads LESLIE's regularly has done us a favor. He tells us the truth about the recent tornado and corrects a misapprehension as to the extent of the damage wrought. He says "The 'business district of Omaha was in no way touched as the 'storm passed fully a mile and a half west of the business 'section. While the storm where it did pass through a 'portion of the residence section was severe enough and 'the property loss heavy, and many people made destitute, 'it by no means created the destruction which was intimated in your article. Already the work of rebuilding 'has begun and it is hoped that within a year, or at the 'most a year and a half, no trace of the storm's havoc will 'be left.' Just like Omaha! Why shouldn't we all be proud of her?"

LOOT! How depraved humanity can be! While death was riding on the flood at Dayton and misery on every hand, looters were despoiling shops and even stripping corpses. A number of these degenerates were shot down and killed by the National Guardsmen. Horrible as this looting was, it fades into insignificance beside the looting of public confidence which has been going on in this country the last few years by those who, while pretending to be the friends of the people, have been seeking simply their own personal advancement. Nothing could be more despicable than this. It has undermined faith in established institutions, confidence in the wisdom of our forefathers, reliance on the rectitude of our courts and the integrity of our public men. It has gone farther than this. It has undermined not only faith in man, but faith in a just and righteous God. He will not fail to visit the iniquities of the fathers upon the children.

WHERE! The question is often asked where do the rich politicians get their money? How is it that men who started in politics as saloon keepers and ward bosses have blossomed out later as millionaires? The public is just beginning to learn how it is done. Some have thought that politicians got rich by the fat fees of the offices they held. Salary and fees would be a drop in the bucket. Their wealth comes from two sources—black-mail and graft. The first is levied on protected vice and the second is secured by profitable contracts for public work. Evidence of this appears, now and then, in our courts. For many years, the Democratic boss of the city of Brooklyn and his leading associates were rolling in wealth. In a court proceeding now pending, it has been disclosed that this boss and his followers were in a contracting syndicate that divided not thousands, but millions, among its members. Of course, the tax payers footed the bill, as they always do and as they will continue to do as long as they fail to take a proper interest in municipal governments. It has been demonstrated on numerous occasions that when they take this interest, they can secure reforms.

When the Fat Men Played the Leans

How the Winner Wonders Played the Temptation Trophies for the Peanut Championship.

By HOMER CROY. Illustrated by "ZIM."



AFTER the baseball season opened up back in Missouri we couldn't wait for the 8:10 to get in. When the sporting extras were kicked off we'd grab them, tear off the wrapper and leap into them head-first. Cromwell Oop got two dollars each for burying dead horses and had seven children, but he knew more about batting averages than anybody else in town.

So everybody looked up to him. Cromwell was thin as a bed slat and had an Adam's apple that made him stoop. But everybody in Temptation liked him and so we elected him to the highest office in our power—captain of the Temptation Trophies.

Every one of us in Temptation hated the people of Winner, the town two miles back of us. Winner was older and bigger than Temptation and they thought they were going to get the railroad but we put up more money and now we've got two passenger trains each way every day, rain or shine. Of course only one stops, but it's the one that goes by in the daytime.

Cromwell, being captain, organized a team that followed after his general style of architecture. The only fat place on Cromwell was his Adam's apple. The whole team was so thin that their suppers showed and most of them were so tall that when they got their feet wet it was two days before they had a cold in their head. We called ourselves the Temptation Trophies. The Winner team said the temptation was to hit us and of course they went and got the opposite kind of a team. They hunted up every man in town who couldn't cross his legs and put him on the team. They called themselves the Winner Wonders and we of course said back at them that the wonder was once they stumbled they could ever get up again.

Hod Prouty was the captain of their team and had red hair and in his red uniform he looked like a conflagration. He drove the express wagon from Winner that met all trains—except on baseball days. He had only one horse on his express wagon and he was Cromwell Oop's best customer. On hot days we used to feel sorry for the horse and get behind and push.

All the rest of Hod's team were fat, too. Fat just barely bordered on the meaning. By the end of the first half they always had a cowpath worn around the bases. The only light man they had on the team was Pud Ratch and he was a tailor and you know why tailors have to carry their coats over their arms after Decoration Day.

One evening we were out practicing when Hod Prouty drove by in his express wagon and pulled up to watch us for a while.

"You better be careful," he called out, "or one of you'll fall down and stick in the ground."

We made a gentlemanly remark to the effect that if he wasn't careful he would fall off the wagon and we'd have to send for a dredge, and he said that if our team thought it knew baseball from bologna the Winner Wonders would condescend to amuse themselves for a few innings by whitewashing us till we'd show at midnight.

"Who are the Winner Wonders?" we asked politely. "The champeen baseball team of Polk County," said Hod, haughty as a duke, and hit his horse with the line that had the buckle on it.

The next day they posted their challenge:

TO WHOM IT CONCERNS:
Be it known that the WINNER WONDERS challenge any team that Temptation can scare up to a baseball game at the Fair Grounds. If they think they can play baseball let them show their feather.
Each member of the losing team shall roll a peanut one block in the town of the winning team. This will be Winner.
WE DO NOT CROW—WE PLAY BASEBALL
Winner is the Queen City of Polk County!

Ladies Invited THE WINNER WONDERS.
H. PROUTY, Capt.

We had our answer ready before night and we told them in no uncertain words that the Temptation Trophies usually didn't pay any attention to unknown teams but that we would amuse the ladies next Saturday by mopping up the Fair Grounds with the upstarts from the hamlet without a railroad, and signed it "The Temptation Trophies of the Regal City of Northwest Missouri."

All the stores agreed to close up for two hours Saturday afternoon, and the Boston Racket Store promised a choice of all picture frames under two dollars to the first person scoring for either team. We put a rope down the middle of the grandstand and the Temptation ladies sat on one side and the mob from Winner on the other side.

The Winner crowd wanted old Lige Tibbets for umpire. He owned the biggest store in Winner and was supplying the ice-water free of charge and anybody would know how the game would go if Lige Tibbets umpired it. We wanted Mr. Hoosher for that post as Mr. Hoosher was a man of education, culture and refinement and stood well in our community where he controlled the coal and hay business. He would be fair and honest. But for some reason or other the Winner bunch were prejudiced and so we had to compromise on a traveling man who knew Jeff Tesreau's second cousin and made stores in both Winner and Temptation and who we thought was honest.



Pud Ratch, Winner's great pitcher.

The drummer threw up a bat and Cromwell Oop caught it and he and Hod Prouty played hands up on it to see which side went to bat first. Of course they won—Hod Prouty could spread his hand out like an accordion and naturally we didn't have any show.

When the Winner Wonders lined up at the home plate our side nearly laughed themselves sick and called them the Beef Brigade. They had on their fireman's uniforms and Hod Prouty wore a helmet to show that he

was captain. Hod called them all together to give them their final instructions and tried to bend over and whisper into their ears, but couldn't make it and so had to lead them out of hearing and talk naturally.

worked on around to third and the umpire let him get in home. Then the Winner rowdies whooped and yelled disgracefully. If we had won the score we would have been gentlemanly and courteous. A person should never forget that he is a gentleman—that is, if he is one.

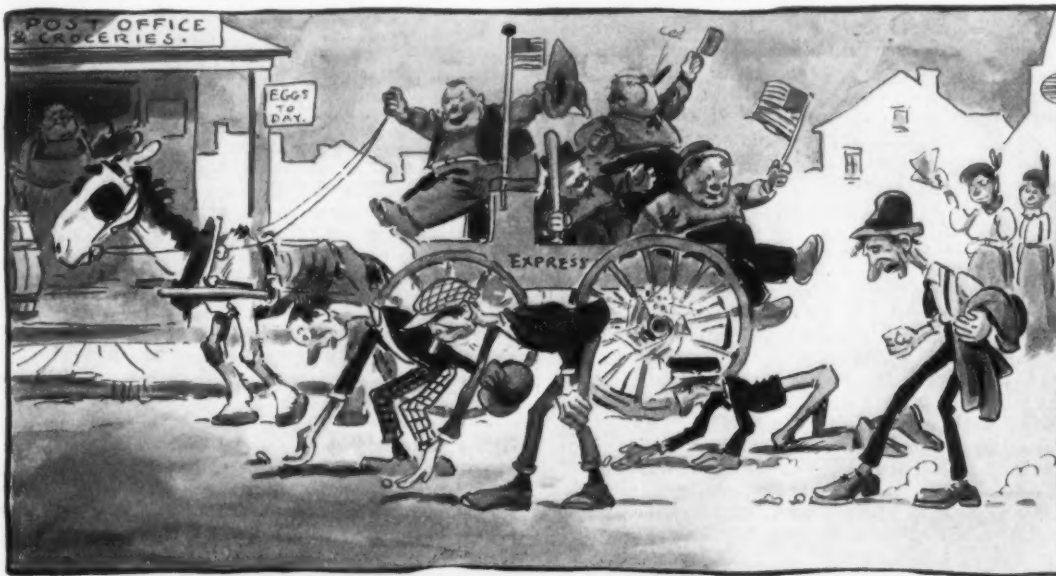
Then they made five scores straight; every few minutes one of their human steam rollers would rumble along and the hoodlums from Winner would jump up and go wild, forgetting that handsome is as handsome does. They didn't have any high, noble principles at all. We had never known how common they were until that day. The bigger their score got the more we thought how noble principles were and how little after all things of the moment were and how insignificant winning a baseball game was compared with sterling worth and noble character. We had more character than scores.

When they came in from the field at the end of the first inning they made a rush for the ice-water and when we came in next time there wasn't anything there except a few shavings in the bottom of the barrel. We acted like gentlemen, but we gave them to understand what we thought of them for drinking up all our ice-water. Then they said that one of their men had furnished it and we said it had shavings in it and was as warm as rain-water anyway, and went on talking among ourselves in a gentlemanly way.

Then Cromwell Oop thought of a good one and yelled: "Say, you tubs, what did you want to blot up all that ice-water for? Haven't you got enough water on the brain to do you?"

That made them feel pretty small. Cromwell always could say the funniest things you ever heard, but he always said everything like a gentleman.

We saw there wasn't any way of beating them the way things were going so we began to complain about Pud Ratch, their pitcher. We noticed that his stomach had begun to work down one leg of his fireman's uniform.



"We went to Winner and rolled .h. peanut's down the middle of Main Street."

Our men were nice gentlemanly fellows and it made us fighting mad when one of the smartalecs in the Winner grandstand yelled out and asked why we didn't take a darned needle and gouge holes in umbrella covers and have uniforms.

Hod being captain had to bat first of course. He lammed out hard at the ball, missed it and twisted around on his fat leg till he fell down. My, but it was funny! One of our own people called out, "Get a block and tackle!" and we laughed more than ever. Our side could say the funniest things. Finally Hod hit the ball and went wobbling down to first. Our man caught the ball and held it on him, but the umpire said that Hod was safe as he couldn't see our first baseman at all. Some way or other Hod



Deciding which side should bat first.

Every once in a while he would give it a hitch and bring it up to where a stomach rightfully belongs. A stomach any other place than where it is usually found attracts attention and we thought we would look into it. But when we spoke like men of breeding and culture to Pud he asked us whose stomach it was and said if we didn't like it down his leg we could go chase ourselves. We said we wouldn't throw up another ball until we were satisfied about Pud's stomach. Sure enough it was a sofa cushion he had stuffed under his uniform to make him big enough to qualify.

We said we were shocked and surprised at such deceit as a player sailing under a false stomach and demanded a new pitcher. So they put

(Continued on page 448.)

A RAILROAD
Edward L. Br...
Grande Railw...
at the age of...
many positio...

A WOMAN
Mrs. Jennie...
Idaho State...
native of Nev...
in securing t...
schools, and...

A WOMAN
Mrs. Anna H...
the unique d...
Colorado on...
been a very s...

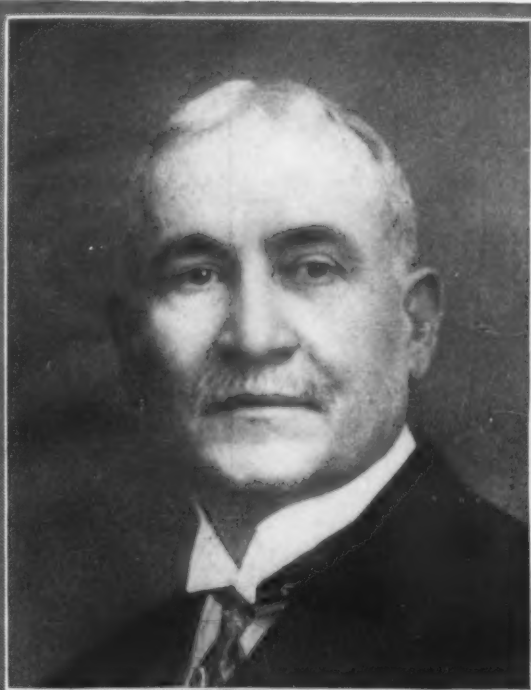
People Talked About



A RAILROAD MAN WHO MADE GOOD.
Edward L. Brown, Vice-President of the Denver & Rio Grande Railway, who began his career as a messenger at the age of 11 and rose by merit and industry through many positions on various leading railroads to his present post.



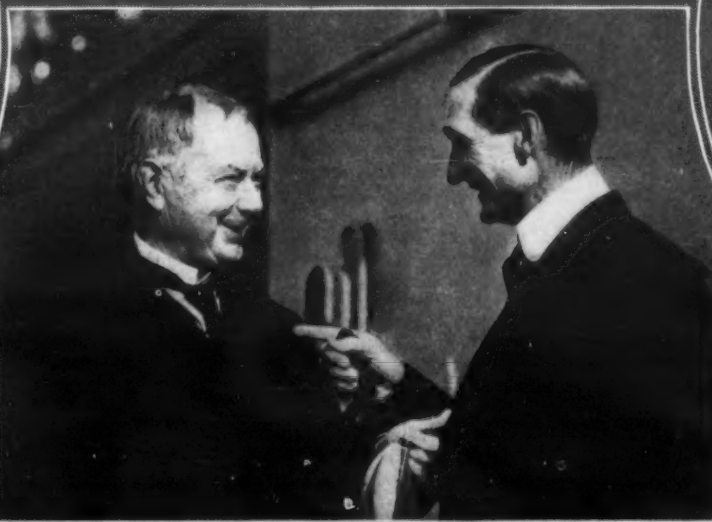
ENGLAND'S FEMININE TERROR.
Mrs. Emmeline Pankhurst, leader of the militant suffragettes of England, who was recently sentenced to three years' imprisonment for inciting persons to commit damage, the particular instance being the burning of Lloyd George's house. The suffragettes who crowded the court room shouted their disapproval of the sentence, cheered Mrs. Pankhurst, and were driven out of the room. Mrs. Pankhurst's followers continued their outrages.



AN EXECUTIVE FOR LAWMAKERS.
Charles W. Higgins, of St. Louis, the new Sergeant-at-Arms of the United States Senate, and the first Democrat to hold the place since 1900. He began life as a messenger for a telegraph company of which Andrew Carnegie was president.



A WORKER FOR REFORMS.
Mrs. Jennie R. Nichols, new President of the Idaho State Congress of Mothers. She is a native of New York, has been instrumental in securing temperance instruction for Idaho schools, and has worked for other causes.



BRAINY MEMBERS OF PRESIDENT WILSON'S CABINET.

Secretary of the Treasury McAdoo (at right) telling a funny story to Postmaster-General Burleson recently on board the battleship Wyoming which the two statesmen had visited. The picture brings out clearly the geniality and love of humor of these able gentlemen.



A WOMAN AS GOVERNOR'S SECRETARY.
Miss Fern Hobbs, of Salem, Oregon, who has been promoted from the position of chief clerk to be private secretary to Governor Oswald West, of Oregon. She is the first woman to occupy such a place in Oregon.



A MATRON WHO WENT TO COLLEGE.
Mrs. Anna Holliday Powless, of Alma, Colorado, who will have the unique distinction of graduating from the University of Colorado on the 25th anniversary of her wedding. She has been a very successful student, and has been elected a member of Phi Beta Kappa.



A PREACHER OF UNIQUE CAREER.
Rev. Dr. William H. Morgan, of Newark, N. J., who was lately designated as pastor of Calvary M. E. Church, New York, whose congregation exceeds 5000. Dr. Morgan was formerly a puddler in an ironmill, and could not read and write until he was 23.



A BRILLIANT MUSICIAN.
Mme. Pekschen, court pianist to the Czar of Russia, who gave a public recital in New York recently under the patronage of the Russian Ambassador and other prominent persons. She has a brilliant record and has been decorated by nearly every European crowned head.



The Old Fan Says:

"Here's how the old boys used to play the game back in 1868."

By ED A. GOEWEY

"I SAY, boys," burst out the Old Fan as he rushed into the tobacco emporium and flopped into his accustomed seat among the crowd of smoking rooters. "I've certainly run across a rare piece of good luck. As you know, our little talk this evening is to be used in the annual baseball number of LESLIE'S, and I've been trying to think of something out of the ordinary to spring in honor of the big occasion."

"And believe me, I have it. This afternoon who should I meet on Main Street but my old side kick, Otto Floto, who began writing sports when John L. Sullivan was learning how to wear a boxing glove. After the usual salutations he showed me two books, one the Constitution and By-laws of the National Association of Baseball Players, adopted at the annual convention, December 12th, 1867, for the use of the clubs in 1868 and the other A Base Ball Book of Reference, by Henry Chadwick, published in New York in 1868. I borrowed them for our use to-night and here they are. I don't know where there are any other copies of these and, as they are worth their weight in gold, handle them carefully. We will go into the text later on, but first I want you to look at these pictures of the old boys as they used to appear on the diamond. Did you ever see such a collection of 'lilacs' and 'wind teasers' in your life? Looks to me as if nobody with a smooth face was permitted to play ball in the old days. Say, wouldn't that collection of Santa Claus adornment make a hit on the diamond to-day—not? Honestly, even Matty or Joe Wood couldn't go out on the mound with his face framed like the pitcher in this cut and get away with it. The fans would guy such a display till it was removed to the club house. First let us take the Book of Reference, because it contains not only the rules but much other useful information."

"The preface reads: 'In presenting the third annual edition of the Book of Reference to the fraternity, we simply take occasion to state that the author's opinions on all matters appertaining to Base Ball are now regarded as the established authority on the subject. . . . For the information of new readers of this work we present to their notice the following certificate given by the members of the Committee of Rules for 1866.' This indorsement expresses positively the faith of the committee representing the National Association of Base Ball Players in Henry Chadwick as 'an experienced and impartial reporter of the game for the past ten years' and its signers include J. B. Jones, M.D., of the Brooklyn Excelsiors, as chairman; William H. Bell, M.D., president of the Eclectics, of New York; Charles E. Thomas, of the Eurekas, of Newark; Mortimer Rogers, of the Lowell club, of Boston, and others. Now I am going to read to you certain portions of

the book of rules, and to appreciate them thoroughly you should compare them with the official guide for the present year. The first rule related to the ball, bat and bases, and section one stated: 'The ball must weigh not less than five or more than five and one-quarter ounces avoirdupois. It must measure not less than nine and one-quarter nor more than nine and one-half inches in circumference. It must be composed of India rubber and yarn and be covered with leather, and, in all match games, shall be furnished by the challenging club, and become the property of the winning club as a trophy of victory.' Some

difference, eh, George, between those days and the present time, when we think nothing of losing a dozen or so balls over the fence or in the bleachers? A foot note gives these hints: 'In selecting the ball for a match, the one nine and one-quarter inches in circumference, and five and one-quarter ounces in weight, will be found the most elastic, and the best for batting purposes because the yarn and rubber in it is wound tighter than in balls measuring more and weighing less. It will be seen that the rule makes it incumbent on the challenging club to furnish the ball on each occasion of a match game. Nines who excel in fielding should select the smallest size and least elastic ball; those who excel in batting doing the reverse.' Some foxy suggest, believe me; but nothing of that kind can be 'pulled' to-day. The rule governing the size of the bat is about the same as to-day but the explanatory note says: 'The lighter

the bat, provided the wood is of a tough character, the better. It is almost impossible to bat quick enough for swift pitching with a heavy bat, unless the batsman is very strong in the arms. About 38 inches long is the best average size. When heavier material is used 36 inches will be long enough.'

"Rule second relates to the pitching department. Here are some of its provisions: 'The pitcher must deliver the ball as near as possible over the centre of the plate, and fairly for the striker. Should the pitcher repeatedly fail to deliver to the striker fair balls, for the apparent purpose of delaying the game, or for any cause, the umpire, after warning him, shall call one ball, and, if the pitcher persists in such action, two and three balls. When three balls shall have been called, the striker shall take first base; and should any base be occupied at the time, each player occupying it or them shall take one base without being put out. All balls delivered by the pitcher, striking the ground

in front of the home base, or pitched over the head of the batsman, or pitched to the side opposite to that which the batsman strikes from, shall be considered unfair balls. Before balls are called on a pitcher, he must be warned by the umpire; but only one warning is necessary for each striker. If two balls are pitched unfairly after such warning, then "one ball" should be called, and if after that, one unfair ball be delivered, the "two balls" and "three balls" should be called. A little latitude may be allowed in the first inning, but not afterward.' How would you like to see a game run off under such rules to-day, son? Guess we wouldn't get home to supper at all. But they took matters more leisurely in the old days."

"Another rule reads: 'The ball must be pitched, not jerked or thrown, to the bat. The ball shall be considered jerked if the pitcher's arm touches his person when the arm is swung forward to deliver the ball; and it shall be regarded as a throw if the arm be bent at the elbow, at an angle from the body or horizontally from the shoulder, when it is swung forward to deliver the ball. A fair pitched ball is one that reaches the batsman without touching the ground. If it touches the ground it is a "bowled" ball. A ball can be thrown under-hand as well as over the shoulder; but it cannot be thrown with a straight arm. The pitcher can make any movement with his feet, in delivering the ball, he chooses to do, provided he keeps within the lines of his position until the ball leaves his hand. Last year he had to keep both feet on the ground and could not take any step in delivery; this year he can lift his feet or take a forward step.' I wonder what those boys of '68 would have thought had they run against some of our present-day twirlers and spit-ball artists."

"Here's another rule that's a pippin. Imagine what would happen were it in force to-day: 'If the batsman, almost simultaneously with the umpire's call of "three balls" hits the called ball, and it is caught on the fly, the striker is not out, and, moreover, he can take his first base on the third called ball just the same as if he had not hit the ball; and so, also, can any base player, occupying a base at the same time, take a base on the third ball called.' And now here is a section covering the batsmen: 'The striker, when about to strike the ball, must stand astride of a line drawn through the center of the home base, not exceeding three feet from either side thereof, and parallel with the front line of the pitcher's position, and he must not take any backward step when striking at the ball. The penalty for an infringement of

this rule shall be the calling of one strike; and when three such strikes have been called, the striker shall be declared out. If a ball on which such a strike is called be hit and caught, either fair or foul, the strikers shall be declared



Caricature of a baseball player, published in 1868.



A forerunner of "Ty" Cobb.





out. Should a striker stand at the bat without striking at fair ball, for the apparent purpose of delaying the game, or of giving advantage to a player, the umpire, after warning him, shall call "one strike," and if he persists two and three strikes. When "three strikes" shall be called, and the ball be caught, either before touching the ground or upon first bound, the striker shall be declared out, provided the balls struck at are not those on which "balls" or "balks" have been called, or not those struck at for the purpose of wilfully striking out. If three balls are struck at and missed, and the last one is not caught, either flying or upon the first bound, the striker must attempt to make his run. When a fair ball is struck, and not caught flying, the first base must be vacated as also the second and third bases, if they are occupied at the same time. Here's a rule that probably caused trouble with the Merkles of 45 years ago: 'Players running bases must touch them, and, so far as possible, keep upon the direct line between them.' And here's one for the 'rough-house' players: 'If the player is prevented from making a base by the intentional obstruction of an adversary, he shall be entitled to that base and shall not be put out.'

Here are some miscellaneous rules that are decidedly interesting: 'No player, not in the nine taking their



Old-time pitcher's position.

positions in the field in the third innings of a game, shall be substituted for a player, except for reason of illness or injury. This is a new rule and one much needed. We know of a number of players who have made it a regular custom of arriving late on the field simply for the purpose of being talked about. Now, if your regular pitcher or catcher, or any regular player on the nine, is not on hand when "play" is called, and does not arrive until the third inning is completed, he cannot take part in the match unless a place is kept for him by playing one short, or he be substituted for a player who is either injured or ill. No game shall be commenced when rain is falling; and neither shall any such game be continued after rain has fallen for five minutes. No person who shall be in arrears to any club, or shall at any time receive compensation for his services as a player shall be competent to play in any match. No players, who play base ball for money, shall take part in any such game; and any club giving any compensation to a player, or having, to their knowledge, a player on their nine playing a match for compensation, shall be debarred from membership in the National Association. If an adversary stops the ball with his hat or cap, or if a ball be stopped by any person or persons not engaged in the game, no player can be put out unless the ball shall first have been settled in the hands of the pitcher while he stands in the line of his position. If a fair ball be held by a player before touching the ground, after rebounding from the hands or person of a player, it shall be considered a fair catch. And if a foul ball be similarly held after touching the ground but once, it shall be considered a fair catch.'

"And now listen to the note under this rule that caused it to be adopted: 'A singular instance occurred in a match last season. A ball was pitched to the striker, and it hit the handle of the bat close to his body and glanced into the opening of his shirt and was there held; he turned round to show it as a singular occurrence and the catcher standing close by put his hands inside the batsman's shirt, took out the ball and called for "judgment." The umpire, however, erroneously decided it not a catch. It was, however, a fair catch, in as much as it had glanced from the bat while being struck, and was held before touching the ground. If a ball be held in the lap of a fielder, or between his knees, or on his foot before touching the ground, it is a fair catch.'

Here are some more special rules: 'The captains of each nine shall alone be allowed to appeal for the reversal of a decision of the umpire. No person engaged in a match, either as umpire, scorer or player, shall be either directly or indirectly interested in any bet upon the game. No person shall be permitted to approach or speak with the umpire except the captains. The habit that players have of talking near the umpire should be put a stop to. The umpire needs all his wits about him to attend to his duties and everything calculated to distract his attention from the game shall be avoided.'

"And now here comes a gem that would go to prove that the old time rooters had it in for the indicator holders just the same as we have to-day: 'Contesting nines and their friends invariably forget, in their comments on the decisions of the umpires, that the umpire is the obliging party and the players his debtors. Without an umpire no game can be played and unless all unpleasantness connected with his position and all objections to occupying it are removed, it will be difficult to obtain any one willing to assume the office who is worthy and competent to act.'

"Here are some suggestions to players as to how to fill the various positions which prove that the old boys knew a thing or two about 'inside base ball,' in spite of the fact that we imagine that most of the 'scientific' part of the game is of rather recent development: 'Head work is the technical phrase used in base ball in reference to pitching with sound judgment. It is a comprehensive term and embraces coolness of calculation in estimating the skill of your opponent at the bat, the judgment to pitch the ball so as to deceive him as much as possible and the ability to avail yourself of all his weak points, such as pitching him a ball on which he can make a favorable hit, after you had quietly placed a man to catch the ball; or in apparently sending him a ball where he wants it, though in reality one is sent where he cannot strike it. A really effective pitcher studies his men just as a prize fighter does his stronger and bigger but less experienced adversary. He does not send ball after ball at hazard, but endeavors to ascertain the calibre of his man, and having found out his strong and weak points, he pitches accordingly. Anyone who does not do this is not a first-class pitcher, no matter how fast or accurate he may pitch or how long he can last in a game. The pitcher and catcher should have a code of signals between them and then should practice these signs until they can read

them as easily as their letters. The catcher should watch the movements of the fielders closely when a high ball has been hit, so as to be ready to call out the name of the fielder nearest the ball or most likely to catch it, when two or more fielders are running to catch it; and it should be well understood that the moment the call is made all the other fielders should stop running or only prepare to field the ball in case of a miss catch. A good first base player ought to be able to hold a ball from the field if it comes in anywhere within a radius of six feet from the base, and in case of high thrown balls he ought to take them at least eight feet high from the base. A left hand player is the man for a first baseman; on any other base such a player is out of place.

"The position of short-stop is the most important, as regards fielding, of any in the infield. Especially is it incumbent on the short-stop to back up all the positions of the infield. When a player is on the first base and one on the third, and the catcher holds the ball ready to throw to second, the short-stop must get nearly on the line of the pitcher and second baseman and have an understanding with the catcher to have him throw the ball to short-stop instead of second base, for on seeing the ball leave the catcher's hands apparently for second base, the player on the third will be apt to leave for home, in which case the short-stop will have the ball in hand ready to throw either to the catcher or the third baseman by this means, though the player running to second base will have his base given him, the player on third will be likely to be put out, and the player nearest home is the party to be put out first when there is any choice. One or the other of the positions in the outer field is the place for the change pitcher of the nine, as it will afford him a chance to rest. The outfielders should watch the movements of the pitcher and the catcher closely whenever a new batsman takes his stand at the home base, in order to be ready to obey any signals either to come in or go out further, according to the character of the pitching or the peculiar style of the batsman. Never stand still in your position simply because the ball happens to go in another direction than the position you occupy, but always be on the move to aid the other fielders or to back them up.'

"The Constitution not only embraces the rules from which I have quoted, but also contains the names of all the clubs of the 'early days.' They were mostly to be found in the East and South and included, among others, the Active, of New York; Alaska, of Brooklyn; Alert, of Philadelphia; Americus, of Newark; Capital, of Washington, D. C.; Central City, of Syracuse; Keystone, of Harrisburg, Pa.; Knickerbocker, of Albany, N. Y.; Lowell, of Boston; Suffolk, of New York; Union, of St. Louis; Montgomery, of Crawfordsville, Ind.; Walnut Hills, of Cincinnati; Alert, of Charleston, S. C., and the Wawsett, of Wilmington, Del."

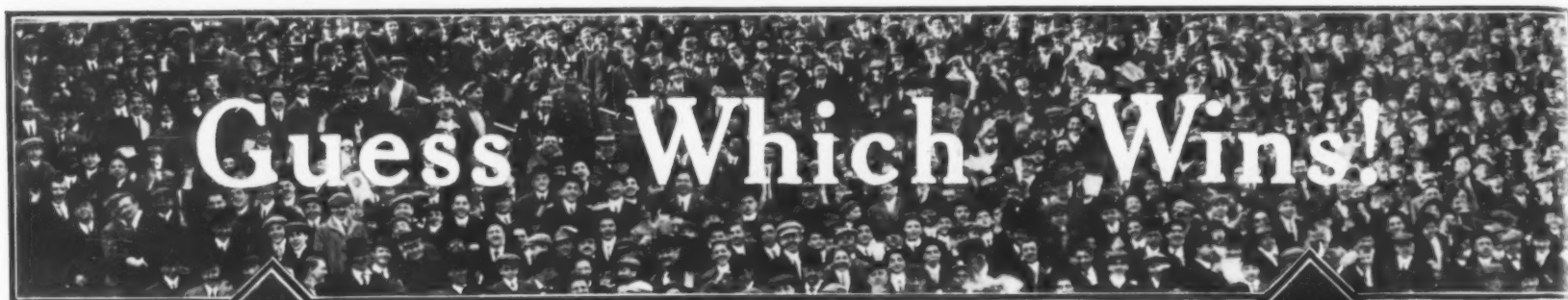


A batter before the era of curves.



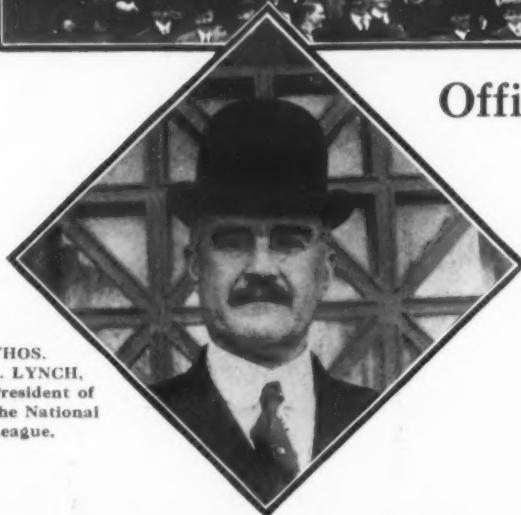
Note the whiskers!





Official Forecasts for the Season

THOS.
J. LYNCH,
President of
the National
League.



Banner Season for the Nationals.

By THOS. J. LYNCH, President of the National League.

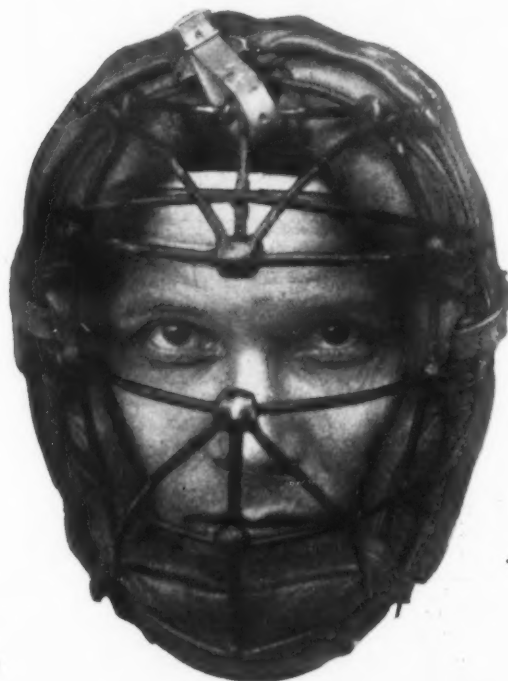
IT looks to me as though the National League would have the banner season of its career in 1913. Our teams seem to be more evenly matched than before, and no team can be counted out of the running. The changes made in the management of half of our clubs will awaken new interest in our contests, as each manager will strive to improve the standing of his club in the championship race. The Brooklyn Ball Club this season has added a complete and modernly equipped stadium in Ebbets Field, which will be a credit to the National League and to the game itself.

The Americans Confident of Victory.

By B. B. JOHNSON, President of the American League.

WITH the playing strength of all its teams increased and the prospect of a close race for its championship pennant, the American League on April 10 entered on its thirteenth consecutive campaign since its expansion, well prepared to furnish the public the same high-class baseball that has characterized its games in former years.

Reports from all the cities in our circuit say that the utmost enthusiasm prevails, and this indicates to me that the American League will enjoy another successful campaign. Furthermore, I take these indications to mean the



B. B.
JOHNSON,
President of
the American
League.

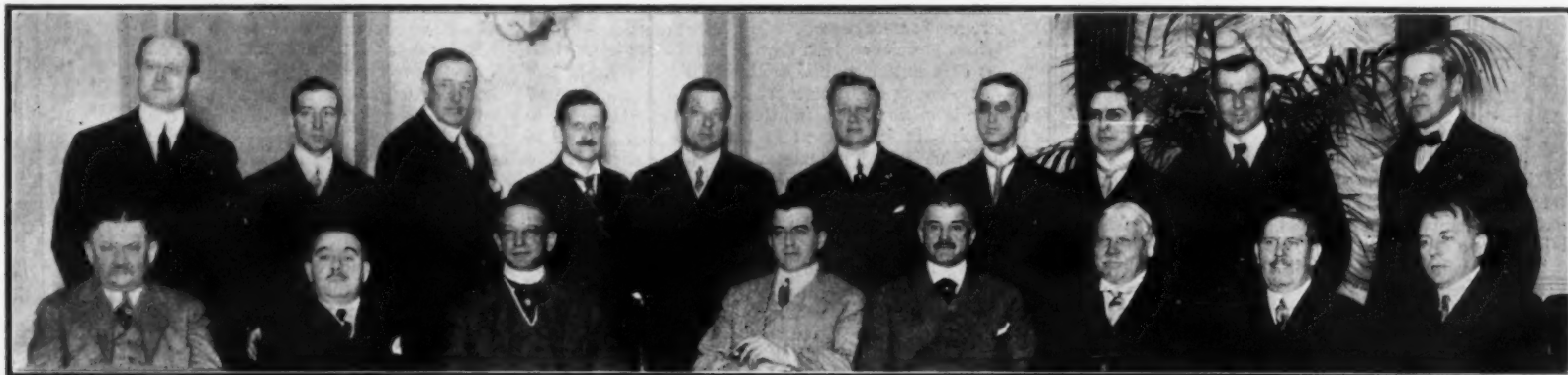
our Washington Club made a record last year such as never before was made by a Washington Club; our Chicago Club gave evidence early last season that it must be reckoned with hereafter by setting a pace that for a time had all its rivals dizzy, and our Cleveland and St. Louis clubs are under new managers, men who took charge last year while our pennant race was on, and who showed signal ability in the handling of their teams.

Our Philadelphia Club still is commanded by that shrewd baseball general, Connie Mack, who won two World's Championships for us, and the destinies of our Detroit Club still are in the hands of Jennings, the only American League manager to pilot his team to the pennant in three consecutive years—1907, 1908 and 1909.

I feel after looking carefully over the personnel of all our teams, that the playing strength of our league is well distributed—that is, our teams are more evenly matched than for some years, and therefore I predict an extremely close race for our pennant.

This even distribution of playing talent is always to be desired, and when such a result is attained it means better baseball for the public. To present the highest quality of baseball to the thousands of followers of Uncle Sam's great game, has been and ever will be the aim and purpose of the American League.

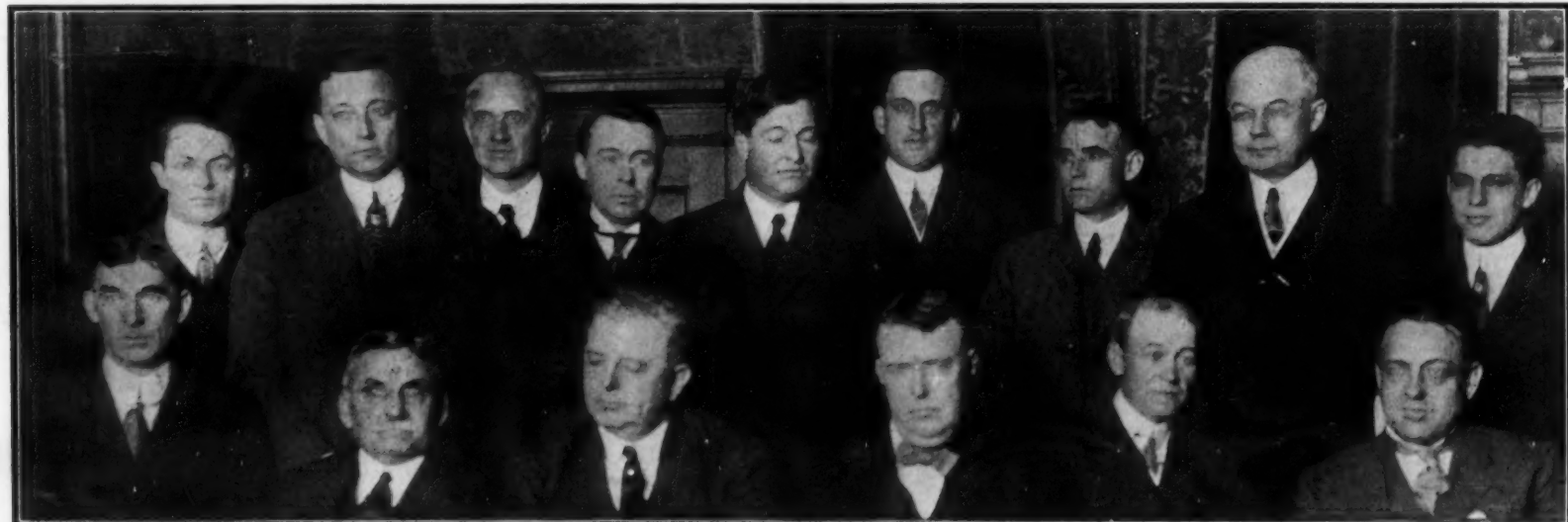
Whichever team may win our pennant this season, I am confident that when play for the World's Championship of 1913 is ended, Victory once more will be perched on the banners of the American League.



BASEBALL MAGNATES WHO OWN OR DIRECT THE NATIONAL LEAGUE CLUBS.

(Back row left to right) J. C. Toole, Boston; W. H. Locke, Philadelphia; James E. Gaffney, Boston; Barney Dreyfuss, Pittsburg; John A. Heydler, Secretary; Charles H. Ebbets, Brooklyn; John B. Foster, New York; Herman Nickerson, Boston; H. N. Hempstead, New York; C. J. Sullivan, New York.

(Front row) Garry Herman, Cincinnati; C. W. Murphy, Chicago; Harry Ackerland, Chicago; S. P. Britton, St. Louis; Thomas J. Lynch, President; S. W. McKeever, Brooklyn; E. J. McKeever, Brooklyn; W. F. Baker, Philadelphia.



OWNERS AND OFFICIALS OF THE CLUBS IN THE AMERICAN LEAGUE.

(Back row left to right) Robert McRoy, Boston; James R. McAleer, Boston; John E. Bruce, Sec. Natl. Commission; Charles W. Somers, Cleveland; Wm. Yawkey, Detroit; John I. Taylor, Boston; Clark Griffith, Washington; Frank J. Navin, Detroit; Harry Grabner, Chicago.

(Front row) Connie Mack, Philadelphia; B. F. Shibe, Philadelphia; Charles Comiskey, Chicago; B. B. Johnson, President; Robert L. Hedges, St. Louis; Frank J. Farrell, New York.

Making Good at Selling Motors

By HAROLD WHITING SLAUSON

A PROMINENT motor car designer was asked which he considered to be the automobile that represented the best investment for the money. He replied, "There isn't any 'best'—and there isn't any 'poorest'; it all depends on conditions of purchase. I take the standpoint that the automobile industry is pretty well established; experienced designers and skilled mechanics are plentiful, competition is keen, the public is learning to discriminate, and a really poor car will have but a short existence, at best. When I am asked this question, therefore, I always tell my inquirer that, between several cars of good reputation selling at about the same price, a little mechanical difference here or a change in design there is not the main consideration. With proper care he may be sure that any of these cars will give satisfactory service; it doesn't matter much whether his motor has valves in the head or at the side, whether the clutch runs dry or runs in oil, or whether the frame is mounted on one-half or three-quarter elliptic springs—the material, workmanship, and design are there, and it is these upon which the value of the car depends.

"And so I tell all these inquirers, when they have once narrowed their selection down to the four or five cars that answer their requirements so far as price, size, appearance, and general utility are concerned, that the local selling conditions become of paramount importance. My advice is to consider the responsibility of the dealer and his reputation for caring for his customers' cars after they have left his hands. The reputation of many a good car has been ruined in certain localities through the unconcern of the dealer as to its fate after the sale has been made. Other cars, not so well made, possess an enviable reputation for reliability because the local dealer, agent, or branch house, as the case may be, has realized that an inspection service, coupled with friendly advice as to care and maintenance, is more or less of a moral obligation."

These sentiments, on the part of our friend, constitute, in themselves, a condensed sermon on motor car salesmanship and service. It is not to be expected that every motor car agency will be in a position to maintain a bona fide inspection and repair department, for this necessitates an investment that is not always warranted by the volume of business transacted in some communities. But service may consist of *advice* in lieu of physical repair; in fact, personal interest in each individual car that leaves the dealer is much easier in the case of a small agency or branch house than in a large one—and it is this *personal* interest that will oftentimes do more good and produce more enthusiastic users of that particular make of car than will the most elaborate repair system in existence.

Too many agents feel that their responsibility ceases with the delivery of the car and the receipt of payment in full. Possibly responsibility does stop there—so far as the literal interpretation of the contract is concerned—but the agent's moral responsibility as well as his business interests should carry him further. The factory interest should be his interest—if he is to sell more cars; and that, after all, is

what he is in business for. Many a friend of a good car has been lost merely because the dealer has referred all responsibility to the factory—which may be two thousand miles distant—when a proper knowledge of the automobile he is supposed to represent or a few words of advice might serve the purpose and save days, or even weeks, of delay in receiving a reply from the factory.

This brings us to the question of the degree of mechanical knowledge that should be possessed by an agent or dealer. It is certainly not necessary that he should be an engineer; but on the other hand it is positively incumbent on him to know more about the car than does the man to whom he is selling it. As the average motor car purchaser is, by this time, a pretty well-informed individual, familiarity with the construction and adjustment of the automobile in question is a vital adjunct of the abilities of the successful dealer. Mere "hot air" is no longer sufficient; "bluffs" will not avail, nowadays; too large a majority of the automobile public is becoming "motor wise." Many of the buyers are purchasing their second, third, or even fourth and fifth cars, and they are quick to detect any ignorance on the part of the dealer. The model may have been changed, or an entirely different type of car may have been driven previously, and so even the experienced motorist may be as much in need of advice and suggestion as the man who is making his initial purchase.

This type of service need not take the form of daily lectures and advice as to how to drive and care for the car, but the dealer should be prepared to offer suggestions and help whenever any slight difficulty is encountered. Even though the dealer has no repair shop at his command, he may at least invite his customer to bring his car around once every two months, say, in order that he may make sure the machine is being cared for properly. If he is the right kind of a dealer, and one who is keenly alive to his own interests, as well as those of the manufacturer whom he represents, he will be able to determine after a short run behind the wheel of the car, whether the clutch and transmission are in proper condition and whether the carburetor is giving the correct mixture. A few words of suggestion at this time as to the proper remedy of these small matters may obviate the probability of future trouble.

This by no means infers that the agent should constitute himself a repair man and general encyclopedia of motor troubles. But if he possesses the proper amount of motor car lore, it will be as easy for him to advise and suggest as it will be for him to argue and to disclaim all sense of obligation in the matter. Suppose a car is purchased of a local agent by a business man in the district. Granted that it is the best car produced, the owner may inadvertently make a wrong adjustment of the carburetor. Not being accustomed to this particular model of car, he may be unable to remedy this slight trouble, or he may not even know that it exists—until the explosions begin to skip and the motor to lose power. The first person to whom he naturally thinks of going is the agent from whom he purchased the car. Suppose the agent takes the standpoint that the car

was in good condition when it left his hands,—as it probably was—and what has happened to it since, through the ignorance of the new owner, is neither that agent's fault nor his lookout. He may have the grace to suggest that the owner write to the "technical department" of the factory, and thus infer that he is neither able nor willing to remedy the matter himself. Several days may elapse before an answer may be received from the factory, and in the meantime the owner may become thoroughly disgusted with the performance of his car—all because of the slight trouble that could have been remedied in a few moments. It is hardly probable that such a man would be a very enthusiastic "booster" for the car in question.

But on the other hand, suppose the dealer is literally a "representative" of that car—a representative in the truest sense of the word. The owner in question drives up to the garage with a skipping motor and a disgusted look on his face. The dealer, through no more-than-to-be-expected familiarity with the car, recognizes the cause of the missing instantly and adjusts the carburetor, tightens the valves springs, or performs whatever other remedial operations may be necessary. The motor purrs as sweetly as ever, the disgusted look on the owner's face changes to one of pleased surprise, and it is quite possible that the nucleus of several additional sales of that same make of car has been formed.

Some dealers carry this kind of service to the point where they employ inspectors who travel around among their customers to examine every car that has been sold by them. This may seem like an expensive service, but all such dealers agree that the increased confidence in the car, and the resulting increased sales, more than compensate for the greater outlay.

But let it be emphasized that the *spirit* of this service can be carried to the small agency that may sell but one car a week. Such a spirit will form a substantial nucleus around which to build a business of a car, or more, a day. If the dealer is in a position to carry a small stock of spare parts, so much the better, but this is not necessarily an essential feature of a successful agency. It is well to carry on hand such small parts as may be desired by the average owner about to start on an extended tour, but for the less-called-for parts the dealer may send directly to the factory.

For the past ten years, motor cars have "sold themselves"—and they are still doing so, for that matter. But it seems as if the time must soon come when the "limit of absorption" will be reached for cars sold in this manner. With a million motor cars in use to-day and an annual production of an additional third of a million, competition is beginning to increase to the point where the policy and personality of an agent play an important part in the disposal of the product of the factory. But it is not "the smile" alone that constitutes the service of to-day on which the selection of many a car is based; it is the knowledge of the car and the willingness to keep a sort of fatherly eye on the machine after it has left the dealer's hands that is to constitute one of the most vital selling elements of the times.

Little Stories of a Big Flood

By LIDA KECK WIGGINS

THE Ohio flood caught the Cohan & Harris Company, "Officer 666," in Dayton. They had given one performance, and had left the stage set for the next. They had gone to the Phillips House and retired; the manager (Mr. DeMilt) and the leading man (George Powell) left a call for nine o'clock.

They were not called, but at ten o'clock they awoke. Powell was the first to look out and see the water, up to the top of a statue of an iron horse, fourteen feet high, across the street in the court-house yard.

"Wake up, DeMilt. Look!"
DeMilt looked out: "My God," he said, "we'll not play to-night!"

The men of the company later declared the hotel under martial law and patrolled the roof all night and all day. Their description of the sight is beyond the power of pen to portray. Flames were all about them, so near that the watchers on the outskirts of the city reported that their hotel had burned, but the wind finally veered and they were saved.

The members of this company were imprisoned for two days in the Phillips House, expecting death momentarily. Then, somehow, they got over to the Arcade, across roofs, and a manicurist took them in and kept the entire company there until the waters receded.

Powell, who was formerly a New York militia captain, foraged for food. The hotel was serving a third of a cup of coffee and a small piece of bread for breakfast and short rations for dinner. There was no such thing as lunch. Powell found cold potatoes, carrots, and raw cabbage in the kitchen, and took them across to the Arcade. The cold potatoes and carrots sufficed for the first day. The cabbage, which was laughed at at first, tasted like porterhouse steak and mushrooms the third day.

Finally the waters subsided and the company was ready to get away. Huge trucks had come over from Springfield, where there was a train soon to leave. For four miles



A STAGE SET IN A NEW WAY.
Theatrical costumes soaked in the Dayton flood being dried on the stage in Springfield, Ill.

the company followed on foot, carrying a part of their baggage. Finally they reached the place where the trains stopped. The cars were just about to pull out when Manager DeMilt waved to the engineer and flagged the train. The company started to run, but one man fell forward, dead from exhaustion and excitement. He was picked up and carried to the train. His funeral was held later in Springfield, his casket heaped high with the flowers that the other members of the troupe had brought. A special mass was said for his soul at St. Raphael's Church.

The next morning the members of the company went down to the Fairbanks Theatre to open their trunks. Everything was covered with mud. It didn't matter how securely the trunks had been closed, the mud had seeped

in. Beautiful gowns, street clothes, valuables of all sorts were flung aside to right and left, until somebody called out that a laundryman was outside who would take all the clothes just as they were and bring them back washed.

"Bring him in!" the Thespians cried in chorus.

The things that were not sent to the laundry were dried on the stage of the theatre, the lines being stretched from just beneath the proscenium arch to as near the floor as possible.

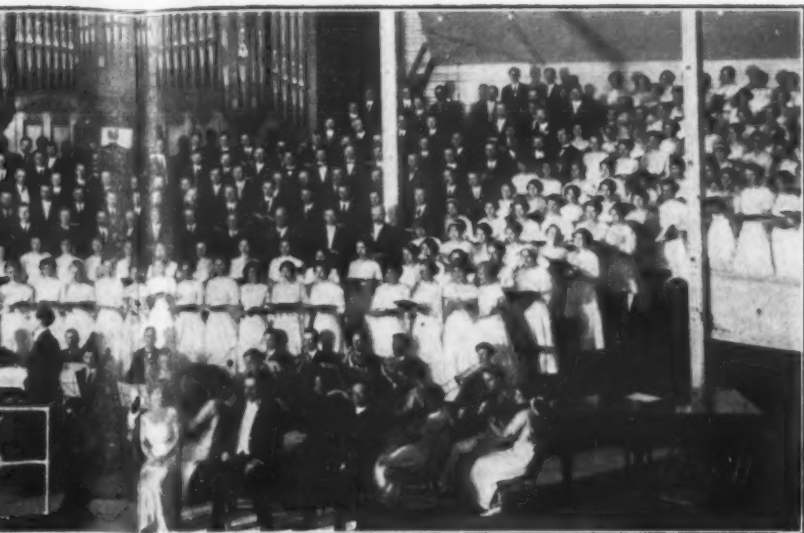
The manager then set a squad of fifteen men to work repairing the properties. Saws, hammers, nails, paint, varnish, and paste were whisked out, and eager hands began the work of restoration. Five thousand dollars' worth of oil paintings, which are used in the set of the piece, had escaped the flood just by an inch, as the water came up to the top of the wooden paneling on the stage. The wooden walls which were paneled were shriveled like the skin of an old man: the fine brocaded furniture was inches deep in mud; but the hose was turned on tapestry, screen panels, and furniture and the warm sunshine dried them out. Across the alley in the yard of

a church the furniture and draperies of "Officer 666" were spread out to dry! A few rare books, among them a red-leather bound prayer-book and a volume bearing the coat of arms of the Lambs' Club on its blue cover, were saved and set up on a table in the alley to dry. The company is said to have lost \$10,000 in personal property, but they put on their show like heroes just the same.

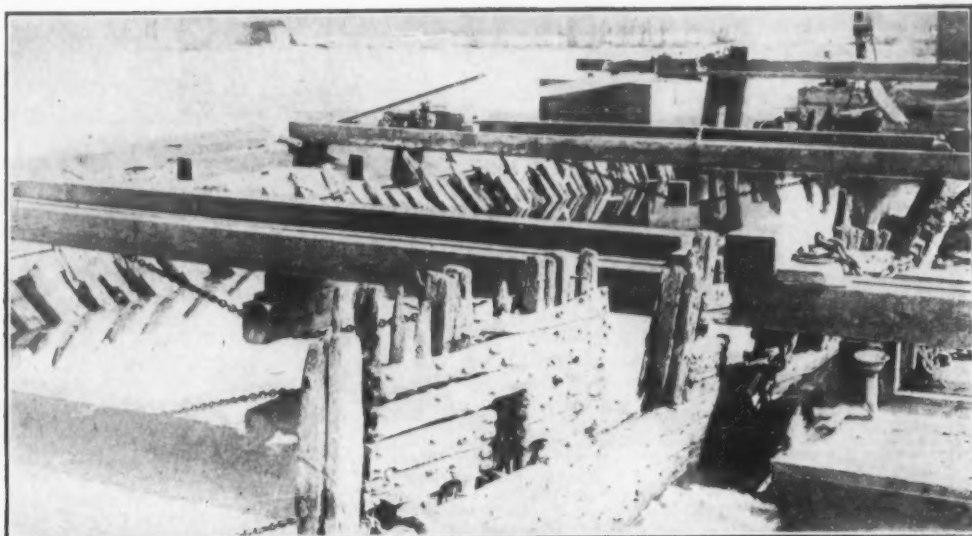
George Powell, the leading man, then went back to Dayton and offered himself for military duty. He was placed on commissary duty at the Dayton Club, where troops are quartered. He came back just in time to take his role in the play. He gave us the following story of his duty in the flooded city:

(Continued on page 454.)

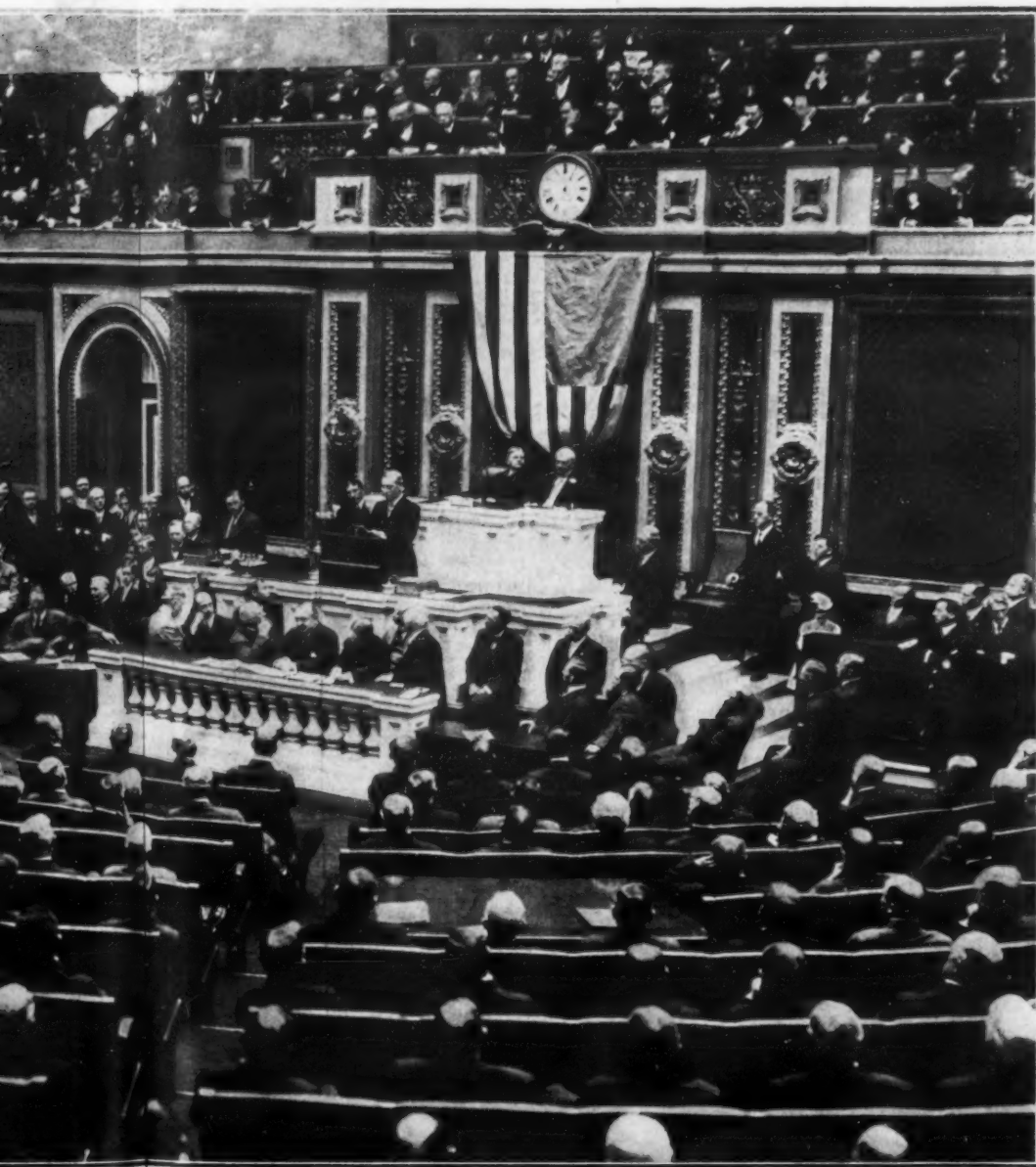
of the World's News



VOICES IN AN ENTERPRISING KANSAS TOWN.
has been one of the foremost musical events of the entire State. Lindsborg is in the centre of refinement and culture, musical in a high degree.



"WE HAVE MET THE ENEMY AND THEY ARE OURS!"
Commodore Perry's famous ship "Niagara" (part of which shows in the foreground) emerging from Lake Erie. It will be the central feature of the Centennial of the great victory.



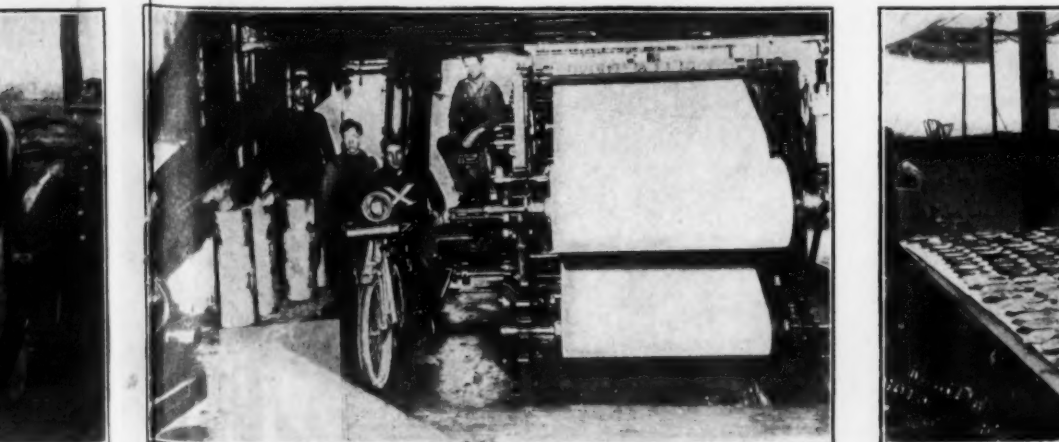
YEARS OLD BY READING HIS OPENING MESSAGE DIRECT TO CONGRESS.
his Message delivered out by a clerk. The reading required less than ten minutes and the innovation was well received. President's room at the Capitol for the purpose of holding conferences with Senators and Representatives.



FUNERAL OF KING GEORGE, OF GREECE.
The body was taken in a yacht from Salonica to the port of Athens and drawn on a gun-carriage to its final resting-place. The army and the Church and the people were represented in great numbers.



BOY SCOUTS WITH A FINE RECORD.
"There are at present 19 Life Scouts in the ranks of the Boy Scouts of America and 11 of them belong to Troop 1, of Lawton, Okla." They met the rigid requirements of the National Court of Honor.



MOTORCYCLE RUNNING A PRINTING PRESS.
A storm in Eldon, Ill., broke down the wires that supplied power to the "Courier's" presses. A motorcycle was hitched on and turned out a hundred 8-page papers a minute.



PIES "LIKE MOTHER USED TO MAKE."
An oven with a capacity of 50,000 pies a day—a by-product of the Spokane apple industry. Portland, North Yakima, and Spokane are among the wide-awake northwestern cities that have had great "Apple Festivals" to stimulate the market.



THE UNION EQUALS ONLY FIVE ALASKAS.

Map showing area of Alaska, one-fifth of the total area of the United States. The Tanana Valley would support from agricultural resources alone as large a population as that of Norway and Sweden combined (about 8,000,000) and it is in the same latitude. The proper development of Alaska would give an impetus to business throughout the nation, but its resources are sealed up, and its total population is only 64,356, barely as much as ten years ago.



A STRIKING COMPARISON.

Map showing Alaska, with 586,400 square miles of territory and 64,356 population, compared with Norway, Sweden and Finland, in identically the same latitude, and having a combined area of 441,567 square miles, or 25 per cent. less than that of Alaska, but sustaining a total population of 10,884,839, and that without Alaska's wealth in mineral resources and with not nearly as much arable land.

A Possible Peril to Our Republic

Why the West Became Estranged from the East

By J. J. UNDERWOOD

EDITOR'S NOTE—Advices from Washington say that a strong attack on the National Conservation policy as established by Gifford Pinchot and maintained by former Secretary Fisher will shortly be opened. The assault is to be headed by a group of Western Senators, among whom are Shafroth of Colorado and Brady of Idaho. This article explains the issues that are involved and shows why the movement concerns the whole American people. Its author is a prominent journalist of Seattle and one of the best-informed men in the Northwest. He is also the author of "Alaska—an Empire in the Making."

BUREAUCRATIC rules and regulations emanating from Washington are making it more and more difficult for the people of the Western States to settle their public lands. An area as great as that of the German Empire has been carved out of their territory and dedicated to almost useless solitude in the shape of forest and other reserves. There is talk of placing many other parts of the government domain on a leasing basis, to apply, not only to the grazing lands, but to the mineral lands as well. And this, notwithstanding that when admitted to the Union, the Western States were granted the same rights and privileges that were extended to the thirteen original States, and that among these rights was that of settling the vacant land with citizens.

It is a conflict of self-interest between the Eastern and Western States, and one which is largely due to a misunderstanding in the East of the conditions in the West. Should the feeling that now exists become deeply intensified—as it might become if the present conditions are not changed—it cannot result otherwise than in a tautening of the lines of antagonism between these two great sections of this country. It is inevitable that the one cannot exploit the other without ultimately meeting a bitter resistance.

Domination of the West by the East is dividing a cohesive and united people. States' rights is becoming just as keen an issue in the West of to-day as it was in the South in former years. The reason in both cases is almost the same: In the one, slavery of a man to his master; in the other, slavery of a people to a despotic bureau situated many miles distant. Indications that the feeling is becoming acute is abundantly evidenced in the fact that chambers of commerce are joining hands in the name of a "Solid Political West," state legislatures are adopting resolutions condemning the practice of tying up the natural resources of the country, and it is "in the cards" that a conference of Western governors will soon be called to discuss remedial conditions.

The West and the East are steadily growing farther

apart—splitting on the rock of conservation as practiced. No sane man in either the East or the West opposes wise conservation. The practice of allowing millions of feet of timber to lie rotting in the forests, while the price of lumber steadily advances, the practice of extending the forest reserves over agricultural and mineral land where there is no timber, the practice of forcing the people of Alaska to import their coal at great expense from British Columbia while politicians idly theorize about conservation—these are the things to which the West objects. One of the advantages of frequent changes of administration is that each change brings a new hope of a reversal of policies. It is this hope that tends to allay ferment now.

Foreign critics regard it as a wonderful thing that ninety-six millions of people, with such diversified and conflicting interests, should have dwelt together in peace and amity for so many years. It is the intense patriotism and pride felt by all the States—North and South and East and West—in being reckoned as units in the Great Federation that accounts for it. Heretofore, tolerance and a spirit of fairness has characterized the treatment of the States each by the other and by the general government. But in recent times there has sprung up a new cult, masquerading in the name of Conservation, that ignores the old order and seeks to reverse those policies under which the nation prospered so amazingly.

It was the free homes, the prizes in timber, in water-power and mines, in grazing land, in agricultural land, offered by a generous government that led to the population and development of the Western and Intermountain States. It was these prizes and these alone that lured immigrants in swarms from their former homes. They first took homesteads on the fertile prairies of the Middle Western States; they crossed the great plains; they climbed the mountains and pushed their way to the shores of the Pacific and later to the Arctic Ocean. It was these people who pierced the backbone of the continent with railroad tunnels, and it was these people who drove the hostile Indians and wild buffaloes from the plains upon

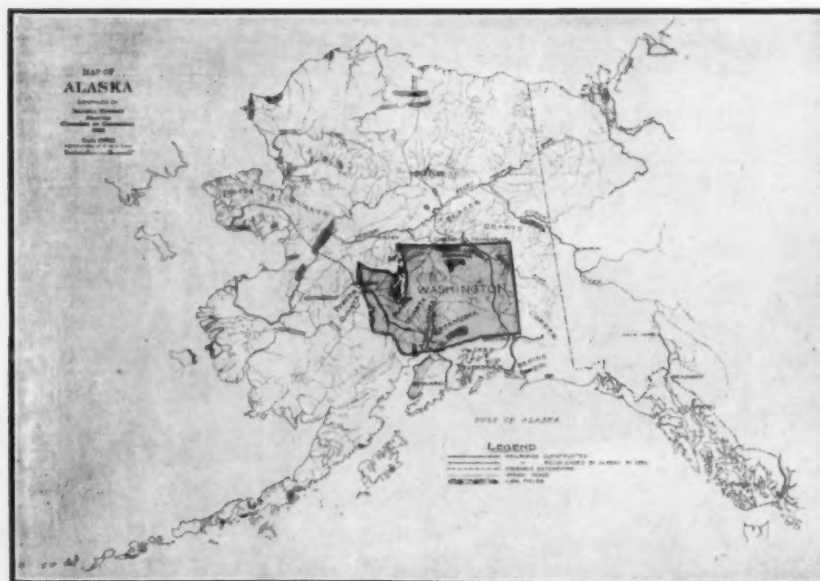
which countless millions of bushels of corn and wheat and oats and hundreds of thousands of tons of beef are now annually produced. It is inconceivable that this great movement could have occurred if these latter-day conservation theories had been evolved and put in practice in those earlier years.

Practically every one of the ten Western States is suffering to a greater or lesser degree from the blight of conservation. In Alaska the time lock put upon her resources by the pernicious theory still remains. Stagnation, arrested development, is everywhere in the North. Vast reserves have been created where there is no timber that could be mowed with a scythe—created to give employment to a horde of special agents and political boosters of the conservation theory, whose principal mission appears to be to spy upon and harass honest settlers.

Alaska's treasures of coal are still untouched after forty-four years' of ownership by the United States government, and in the meantime this same great, powerful government—because it has no fuel on this coast, except that in Alaska, fit for use in its naval ships—is unable to put a fleet on the Pacific Ocean, where it is within the realm of probability, the next great international struggle will be staged. At present fuel for the navy is lugged around Cape Horn at an expense of more than one hundred per cent. over what it would cost to bring this fuel from Alaska, and it is carried in foreign-bottom ships which operate for the government in defiance of American coast-wise laws, framed by the government and which government officers are sworn to carry out. In the event of the United States becoming engaged in a war on the Pacific Ocean with a foreign power, its ships with the exception of the few that are equipped with oil burners, would be fuelless and helpless, for these foreign colliers which now transport the fuel for the United States navy on the Pacific, under the law of nations, would be regarded as carrying contraband cargoes, and, therefore, subject to attack.

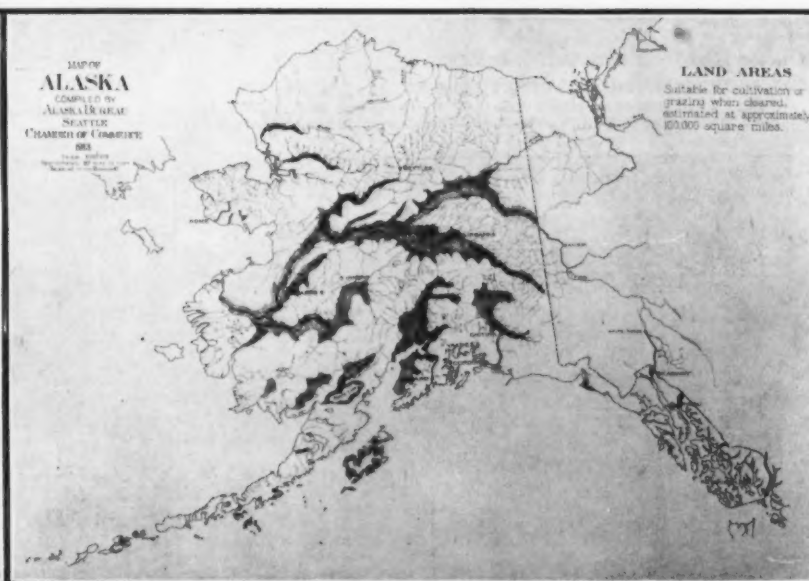
And, too, these foreign ships, operating in defiance of

(Continued on page 447.)



A TREMENDOUS DIFFERENCE.

The great State of Washington almost lost in the map of Alaska. Washington with an area of nearly 67,000 miles is only a little over one-ninth the size of Alaska. Texas, our largest state has an area of 262,200 miles, but it is less than one-half as large as our far Northwest Territory.



LAND FOR A HOST OF FARMERS.

The dark spots in this map show areas in Alaska suitable for cultivation or grazing, when cleared. These aggregate 100,000 square miles, or nearly the total area of the six New England States and New York combined. The agricultural possibilities of Alaska are far greater than has been popularly supposed.

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(Forest Lakes of MAINE)

It's the vacation you're **ACHING FOR**. You go 'way down in Maine woods. You leave civilization far behind. By canoe and carry you come to one of those great

Beautiful, Lonely Lakes

scarcely known to the outside world. You put up at one of the log-built permanent camps whose comfort and good fare are one of the wonders of this country.

Or you set up your own camp, with guide, sleep in a tent on hemlock boughs, eat camp-fire cooking.

You will catch big fish, canoe, explore, watch the moose and deer, get back to Mother Nature. In two weeks you will come out brown, hard, clear-eyed, steady-nerved—and with memories you wouldn't sell.

The expenses of the trip are small.

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Depends largely on a knowledge of the whole truth about self and sex and their relation to life and health. This knowledge does not come intelligently of itself, nor correctly from ordinary, every day sources.

SEXOLOGY

(Illustrated)

by William H. Walling, A. M., M. D., imparts in a clear, yet wholesome way, in one volume:

- Knowledge a Young Man Should Have.
- Knowledge a Young Husband Should Have.
- Knowledge a Father Should Have.
- Knowledge a Father Should Impart to His Son.
- Medical Knowledge a Husband Should Have.
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The Craze for Spending.

James J. Hill, the Great Northern Railway Magnate.

THE whole American public is wild with spending. Public economy is a lost art. A bill that carries or requires an appropriation needs little else to commend it to any legislative body. All bonds of municipalities are now refunded, instead of being paid when due. The excuse for a bond issue is always that "posterity" ought to bear part of the cost of public improvements. But when we, as posterity, come along we not only do not repudiate the contract, but add new burdens to the old and shove both of them on to the future in the shape of new and refunding bond issues. It is, perhaps, the meanest form of stealing ever invented, because it adds to the criminality of breach of trust the baseness of embezzling the future resources of our own children, who, since there must come an end of borrowing some time, will have these debts to pay.

DR. TALKS ON FOOD

Pres. of Board of Health.

"What shall I eat?" is the daily inquiry the physician is met with. I do not hesitate to say that in my judgment a large percentage of disease is caused by poorly selected and improperly prepared food. My personal experience with the fully-cooked food, known as Grape-Nuts, enables me to speak freely of its merits.

"From overwork, I suffered several years with malnutrition, palpitation of the heart, and loss of sleep. Last summer I was led to experiment personally with the new food, which I used in conjunction with good rich cow's milk. In a short time after I commenced its use, the disagreeable symptoms disappeared, my heart's action became steady and normal, the functions of the stomach were properly carried out and I again slept as soundly and as well as in my youth.

"I look upon Grape-Nuts as a perfect food, and no one can gainsay but that it has a most prominent place in a rational, scientific system of feeding. Any one who uses this food will soon be convinced of the soundness of the principle upon which it is manufactured and may thereby know the facts as to its true worth." Name given by Postum Co., Battle Creek, Mich.

"There's a reason," and it is explained in the little book, "The Road to Wellville," in pkgs.

Ever read the above letter? A new one appears from time to time. They are genuine, true, and full of human interest.

In answering advertisements please mention "Leslie's Weekly."

A Possible Peril to Our Republic.

(Continued from page 446.)

the United States laws and carrying cargoes for the United States government, consume on an average, twenty-two per cent. of their entire cargo capacity of coal in the process of transporting it from the Atlantic to the Pacific. Burning up twenty-two per cent. of the Eastern coal in bringing it from the Atlantic to the Pacific and later, when the Eastern coal measures are exhausted, burning up twenty-two per cent. of the Western coal in carrying it from the Pacific to the Atlantic seaboard is not conservation.

It is instances such as these, and similar ones, that are causing the estranged feeling between the people of the East and the people of the West. And some of the people of the West are not slow to inquire who are the beneficiaries under this system. The answer invariably is: "The owners of the lumber trust, the owners of the Eastern coal-fields, the owners of the railroads, and the stockholders of the marine transportation companies."

Another thing which has not tended to foster the kindest feeling in the West toward the founders of this new propaganda is the calm effrontery of the ultra-conservationists and their press bureau, by which they have created in the minds of the people of the East the impression that the West and the North are a tremendous treasure trove of mineral wealth owned by the people of the East and entirely surrounded by a gang of thugs and liars and thieves who are trying to steal it.

The aspersion that frequently has been sent forth through the magazines that the 1100 hardy prospectors who uncovered 21,000,000 acres of coal land in Alaska had not one honest man among them has caused a smoldering resentment that daily grows more and more bitter. Of the 21,000,000 acres of coal land found in the frozen wilderness, the hardy discoverers and all those who followed them staked but 32,000 acres. For this one seven-hundredth part of the whole, they paid the government many years ago \$320,000. The government kept their money, but it has not given them the land they paid for. These facts never have been told to the people of the East by the so-called conservationists.

It is calloused indifference of the Eastern mind to these outrages that is causing the East and the West to grow farther apart. It was a premonition of this condition that caused the founders of the nation wisely to provide that each state should have two representatives in the Senate without regard to population.

The territories were always treated as dependencies, and still are. Fortunately all except poor Alaska, the football of politics, have attained the dignity of statehood and have a voice in making laws which their citizens are compelled to obey. But the Inter-Mountain and Pacific states are not strong enough politically to resist the encroachments on their rights of the older and more populous ones. In late years there has been but one god—Conservation. Gifford Pinchot has been its prophet and chief expounder. The West has found the doctrine of conservation, as propounded in the East for the benefit of the West, to have been beautiful in theory but most disastrous in practice.

But these conditions will not prevail always. In spite of these difficulties the West and the Great North will be settled. For the call of the West and the North ever has been: "Give us people to cultivate our arid lands, to make our fallow fields productive." And these people are coming. The completion of the Panama canal will bring them in countless hordes, to settle on the soil and work in the pure air of the fields in preference to the foul atmosphere of sweat shops and steel mills.

With the coming of these people, it will come to pass that the policies of a hundred successful years—policies that have filled all the broad domain with a brave, progressive people—will be revived. It will also come to be known that of the courageous, enterprising, energetic people, who have braved the dangers of pioneering, all were not base looters of the public domain, thieves and scoundrels who appropriated to their own use the heritage of all the people, but most of them were honest men, good citizens.

The blight of theoretical conservation—a blight that has been more deadly to the development of the West than the gypsy moth, more destructive than the boll-weevil—will be replaced by a sane form of conservation that really means development, instead of pretending to mean development. The period of stagnation, of paralyzed development will pass on, as have other fads and fancies, and the prosperity that prevailed in the West until the opening years of the present century will again be restored.



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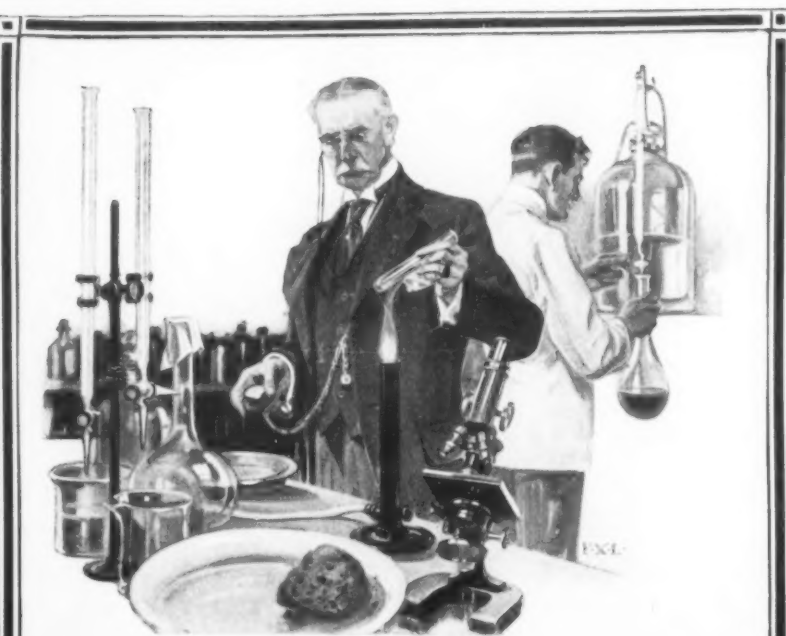
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Panama-Pacific International Exposition, San Francisco, 1915.

When the Fat Men Played the Leans.

(Continued from page 438.)

in Lol Latshaw. He worked in the Winner Unique Livery Barn, helped blow up automobile tires and introduced drummers with hog medicine to sell to farmers. He didn't know any more about pitching than he did about making a cat stretch, but he scored heavier on us than Pud Ratch had, so we went to them and said we were sorry for having spoken so hastily about Mr. Ratch's stomach and that we had had time to think it over and if Mr. Ratch wished to hide his stomach under a sofa cushion it was all right with us and that there wasn't a better man in the whole county for laying cement walks than Mr. Ratch was.

So they put Pud Ratch back, but everything went against us. That's what you always think when you're not winning.

Hod Prouty went to bat again and our pitcher wound himself up like the mainspring of a dollar watch. That was our man's specialty, but he always wound himself up so far that by the time he got ready to let loose the ball he was run down and wanted a drink. Their man, Pud Ratch, couldn't wind himself up at all; all he could do was to pull his arm back tight behind him and let it go. Our man had lots more style, but Pud had the speed.

Hod Prouty walked out, got down on his knees and dusted off home. He looked so funny down there, like a cow picking something out of her foot, that we yelled for him to save his time, for he couldn't see the base anyway when he was standing up. He didn't look as if he could hit a ball with a seine, but when our pitcher unwound himself and finally let loose the ball Hod reached over and tapped it as if tamping cotton in the cavity of a tooth. It didn't seem as if he had touched it any harder than a pigeon pecking its mate on a ridgepole, but the ball leaped away as if something was after it. Our fielders sighted its general direction, waved good-by to the rest of the fellows as if going off on a vacation and started out after the speck. Hod raced around, his arms working like pistons, pounding the path with each foot so hard that it looked as if the other end was going to fly up in his face. He rumbled in home and the Winner rooters went delirious and three of the belles of Winner ran out and fanned Hod till he could talk without holding his hand over his heart.

We had scored only twice and they had eighteen and so we told them that if we couldn't play gentlemen we wouldn't play at all. We let them know just what we thought of them, and told them that character was more to be considered than sofa cushions. Then we went over to Winner and rolled the peanuts down the middle of Main Street while they stood on the sidewalk and made jokes wholly unworthy of cultured men. We didn't say much back—we just bore ourselves like gentlemen by making fun of their wooden hotel, boasting that Temptation had a two-story brick one, and by talking about the new depot that the railroad had promised us. It grieved us a good deal to find that the Winner folks didn't appreciate the humor of our remarks. They continued their buffoonery until we left their little old town. It was really scandalous the way they behaved, and we didn't ever forget or forgive it. Of course, we never sullied our gentility by crossing bats with their team again.

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And to hear the raucous call
Of the umpire in his glory,
Where the teams are playing ball.

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Turns the pages of his paper
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Or behind each city wall,
Where you see a boy be certain
There is bound to be a ball.

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Stalwart twirlers of the sphere,
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Why Timber Land Bonds Attract Investors

By GEORGE B. ROBINSON

THE investor always seeks to get the highest possible interest on his money. In the early days railroad bonds tempted the man of capital with annual returns of 6 or 7 per cent. Later the demand for these became so great that their market price rose, until now the net yield to the purchaser has fallen to 4 1/2 or 4 per cent, and even less, in the case of gilt-edged issues. Subsequently bonds of prosperous industrial corporations came into vogue, and these also paid 6 or 7 per cent. on the investment. But some of the best of such securities are now yielding considerably less than those figures net. The industrials were followed by public utility bonds—issued by gas, traction and electric companies—and many of these have proved remunerative to investors. Among the latest classes of bond issues are those based on great tracts of timber land. These are 6 per cent. securities, which have in their favor the growing scarcity and increasing value of timber, and which are regarded as attractive investments.

An increasing volume of timber land bonds is being offered for sale by banking houses. Such securities have become very popular, particularly in the Middle West where investors are familiar with timber values. The arguments advanced by bankers in favor of this type of security are as follows:

The first consideration in any investment is that of safety of principal; after this are the rate of interest a security bears, and its marketability. Safety of principal depends upon correct estimation of present and future values. Of all values, real estate is the most certain; and of real estate values, the most certain are those which are improved and income producing. Timber land, well located, is improved real estate. Primarily, it is improved because it is land which has already produced its crop, but, more important, it is improved by the addition of facilities, such as mills, railroads, and equipment for the harvest of that crop.

Timber land is the only great natural resource except farm land, the supply of which is absolutely known; of the remainder coal, oil, gas and minerals, we know only through estimates and development. Timber estimating is scientific and accurate. The total amount of merchantable standing timber in the United States is estimated to be approximately 2800 billion feet; the annual consumption, about 50 billion feet. Hence we have only fifty-six years' timber supply at the present rate of consumption, which, of course, tends to increase with greater population. From 1890 to 1900 the total lumber production of the United States increased from 23 to 34 billion board feet per annum; for 1910 it was 40 billion feet. Timber land must increase in value with this rapid exhaustion of supply.

Timber land bonds are something more than real estate mortgages. While the fundamental security is timber land, the better timber land bonds are direct obligations of well established corporations which not only own lands, mills, railroads, and equipment, but also have large investments in lumber, bills and accounts receivable and such other quick assets as are necessary to a prosperous going business. Thus the timber land bond is a combination of real estate mortgage and industrial bond.

The strong feature of the real estate mortgage is its ultimate security; the disadvantage, its lack of marketability. If a loan is well placed on improved real estate, farm, home, or business property, the loan will be safe, but it may not be an easily marketable investment. Public offering and sale of a bond issue by a banking house distributes bonds widely, and also disseminates among investors full information concerning the issue, thus creating a potential market for any bonds offered later. This potential

market is likely to be particularly strong if a bond issue matures serially.

Many investors discriminate against industrial bonds on the theory that they depend for ultimate security and payment upon competent management and continued success of the enterprise. While industrial bonds are usually secured by mortgage on lands, factories, buildings, etc., it is thought that these real assets may be valuable chiefly to the business itself, and will depreciate with the failure of the enterprise. The supreme test of any industrial security is what would occur under incompetent management or during a prolonged depression. While it would be ridiculous to state that timber land bond issues cannot default

because of business depression or careless management, yet if the bonds were properly and conservatively issued the value will still be there. Salvage should always be 100 per cent. and accrued interest, well located timber lands being marketable and values stable even in times of depression.

Another common objection to industrial bonds is the almost certain necessity of refunding them at maturity. There are few corporations which set aside each year out of income a sufficient amount to pay their bonds. Timber land bonds are paid, not refunded. They are paid, not out of profits, but by conversion of trees

into dollars. The lumber company's timber land is a capital asset. It is obvious that unless the cost of each unit, or 1000 feet of timber, is figured as part of the manufacturing cost of an equal amount of lumber and diverted into other capital investment or to payment of indebtedness, the capital assets of the company will be gradually reduced as the timber is cut. It is the practice, therefore, to figure the stumpage value as part of manufacturing cost and when bonds are outstanding to divert a portion or all of this amount to payment of bonds.

The working out of this machinery of payment depends upon proper and conservative issue. Conservative issue consists of loaning not more than forty to fifty per cent. of the present market value of a timber property, and then only on lands which are not subject to fire risk, and to prosperous going companies. Proper issue means that estimates of the amount of the timber and of its value must be made by the best informed men; that titles to lands must be certified by competent attorneys, and that the mortgage must be carefully and rigidly drawn for the protection of the investor's interests.

It is important that timber lands on which bonds are issued should be free from fire hazard. The timber lands of the South, particularly the pine and cypress lands, are not subject to damage from fire owing to the almost entire absence of undergrowth. In the Pacific Northwest a large portion of the timber lands lies in the "fog belt," where climatic conditions are such, during eight or nine months of the year, that fires are impossible. Moreover, the redwood, fir and sugar pine of the West are well able to resist fire because of their great height. Another important fact is that even the most severe fires do not consume the trees. They are merely killed, which means that they must be logged within a reasonable time or they will be attacked by worms and become less valuable for lumber. They can be saved almost in their entirety if logged within a reasonable time.

The machinery of payment of timber land bonds revolves around the sinking fund. If the security is to be kept intact, it is essential that the bonded indebtedness be reduced as the timber is cut. It is therefore provided in timber mortgages that the trustee a fixed sum for each thousand feet of timber cut. This sum is ordinarily about twice the amount per thousand feet for

(Continued on page 454.)



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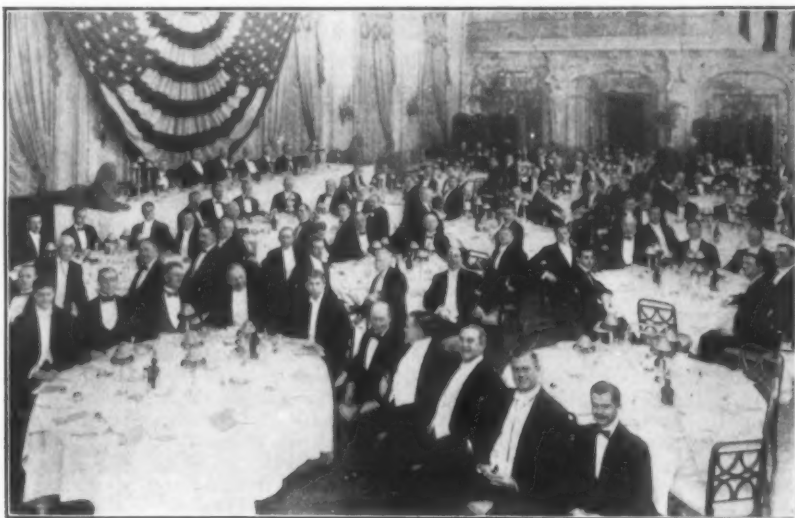
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One hundred and twenty-sixth dinner of the Sphinx Club (composed of advertising men) held recently at the Waldorf-Astoria, New York. Advertising managers of a host of publications and many prominent citizens were present. The seven surviving founders of the club were guests of honor. Collin Armstrong (the retiring president) presided at the feast. A number of addresses were made. The club elected E. D. Gibbs, one of its founders, as president.

Jasper's Hints to Money-makers

NOTICE.—Subscribers to LESLIE'S WEEKLY at the home office, 225 Fifth Avenue, New York, at the full cash subscription rates, namely, five dollars per annum, are placed on what is known as "Jasper's Preferred List," entitling them to the early delivery of their papers and to answers in this column to inquiries on financial questions having relevancy to Wall Street, and, in emergencies, to answer by mail or telegraph. Preferred subscribers must remit directly to the office of LESLIE-JUDG COMPANY, in New York, and not through any subscription agency. No additional charge is made for answering questions, and all communications are treated confidentially. A two-cent postage stamp should always be inclosed, as sometimes a personal reply is necessary. All inquiries should be addressed to "Jasper," Financial Editor, LESLIE'S WEEKLY, 225 Fifth Ave., New York.

THE railroads of this country must have fair play or there will be trouble. This means that the stockholders must expect lessened dividends, which may be regarded by some as a matter of little consequence. It also means that the continuance of the present scale of wages for railroad employees will be jeopardized.

It is a mistake to think that the number of shareholders in the railroads is so small that it is a negligible factor. This might have been the case a number of years ago. But it is estimated that at least a million persons in this country are now interested in our railroads as holders of their securities.

This number can be multiplied by five if we take into consideration all those who are indirectly concerned in these securities, because of their patronage of savings banks, insurance companies and other institutions which are large investors in gilt-edged securities.

I believe in the American scale of wages. I have been a careful observer of economic conditions for over a quarter of a century and I have noticed that wages are always highest when times are prosperous and that high wages are always accompanied by high prices. I have noticed that wages are always lowest when business is depressed and that at these times prices of household necessities are also lowest.

I do not believe that we can have high wages and low prices. Anybody who preaches the contrary doctrine flies in the face of experience. It will be a great misfortune if, through any mistaken notion of our lawmakers, no matter how honest they may be, wages are reduced on the promise that the difference will be made up by reducing the cost of living.

It is not necessary to argue this matter because it must be self-evident that if we reduce the cost of living, we must pay a great deal less money to the producers of the commodities which we buy whether it be to the manufacturer or to the farmer. The less we give them the less they will have to spend.

In good times, money circulates. Everybody has it and everybody spends it. In bad times, nobody wants to spend any more money than he must. It is kept in banks or put away in places of imagined security.

As the demand for goods grows less, the surplus increases and finally sales must be made at a sacrifice. Then some of the factories close and as workmen are thrown out of employment, the same rule of supply and demand holds good and wages go down.

Isn't this true? I ask any of my older readers who can go back with me to an experience of thirty or forty years ago if these are not the facts.

I speak of these things because some of our greatest railroads, the Pennsylvania and the St. Paul, for instance, are finding it necessary by an output of securities to secure the necessary funds for improvements and extensions. A large number of other railroads and some industrial corporations, because of the growth of the country and the increased requirements of the people, need to expend large amounts for betterments.

In the present restless condition of the public mind, and with the tendency of state and federal authorities to saddle additional burdens on the corporations, it is difficult to float new securities. It is estimated that the railroads in this country could spend \$500,000,000 profitably in improvements, extensions and equipment.

What would this mean to our working masses? How many new factories would be built? How many additional working men would be employed if this money were forthcoming?

Let the masses of the people think about these things and let them show that they can rule by putting their heavy hand on legislators who are constantly assailing railway and industrial corporations.

I would like to see a good old-fashioned booming time on Wall Street, but we can't expect it until the country gets into a better temper. The people must be more reasonable. They must pay more attention to themselves and less to the politicians. They must banish false leaders and teachers of seditious doctrines.

They must deal as man with man on the broad basis of mutual trust, confidence and helpfulness. Then this blessed country will enjoy such prosperity as it never has had before and Wall Street will share in it as it always does.

Is such a time coming? I leave that for my readers to answer and I am satisfied that if, in every one of the 420,000 homes into which this issue of LESLIE'S goes, the head of the family, the thoughtful men, women and children in it, would think of these things as I write them, simply and truly and take them up thoughtfully as a personal matter, the ringing voices of a million readers, rising in protest against those who are undermining the prosperity of the country, would be heard like the sound of thunder in the skies.

A., Marblehead, Mass.: I have your proxy for the American Ice Security Company and will hold it in the interests of the stockholders.

G., Good Ground, N. Y.: Dan Patch Electric if it were "a safe investment," would not require the services of highly paid agents to dispose of its shares. Profitable investments can always find a good market.

S., Thusa, Wis.: The Tuolumne Copper Co., of Montana, has a number of promising claims. It is not a large property and will require a great deal of capital for its development. It is a speculation.

Six Per Cent, Bangor, Me.: Bonds secured by good timber lands are just as good as any other bonds for investment, providing they are well selected. George H. Burr & Co., bankers, 14 Wall Street, New York, have prepared a booklet in reference to 6% timber bonds for conservative investors and are recommending them to their customers. Write to them for their "Booklet D."

(Continued on page 451.)

Stocks and Bonds or Real Estate?

The growing tendency of our legislative bodies to increase the burdens of real estate ownership by numerous laws is making it unprofitable. Many persons with surplus capital who have preferred real estate are now naturally turning to stocks and bonds of high quality.

First Class Stocks and Bonds

always find a ready market—the cost of making sales is small, there are no lawyers' fees or large fees for recording transfers.

Real Estate

finds slow sale as a rule—commission costs are great, lawyers' fees, title insurance and fees for recording lengthy documents eat up profits.

Write us for advice in the matter of investing your savings in safe and profitable securities.

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Turner, Tucker & Co., Inc.

BOSTON CHICAGO NEW YORK
24 Milk St. 1st Nat'l Bank Bldg. 111 Broadway

Jasper's Hints to Money-makers.

(Continued from page 450.)

J. B., Hutchinson, Kans.: The future of the Wabash-Pittsburg Terminal securities is not very clear. It would be far more satisfactory if the protective committees would make a full complete statement of their intentions and purposes.

D., Port Jervis: Amalgamated, American Woolen Pfd. and Amer. Smelting Pfd. are fairly well regarded for speculation, but it might be well to await the future condition of the copper market and the outcome of tariff legislation.

Advice, St. Paul: Leading firms make a specialty of advising customers and will freely supply information about any line of stocks or particular security. They do this with all their customers or with prospective customers. Among those who invite inquiries on this line from my readers are Chisholm & Chapman, members New York Stock Exchange, 71 Broadway, N. Y.

High interest, Los Angeles: I know of no railroad bond of the class you mention that is netting 8 per cent. Kelsey, Brewer & Co., bankers, Michigan Trust Bldg., Grand Rapids, Mich., are recommending the 6 per cent. Cumulative Preferred Stock, of the American Public Utilities Co., dividends payable quarterly, on a basis netting 7 1/4 per cent. Write to them for a circular.

Preference, Atlanta, Ga.: 1. It would be better for you to divide your investments between the railway and real estate mortgages you mention. There is little preference. 2. The first mortgage Chicago real estate bonds, offered by S. W. Straus & Co., 1 Wall Street, New York, pay from 5 1/2 to 6% and are legal investment for national banks and state banks in Illinois and other States. Write to Straus & Co. for their "Investors Magazine," describing these bonds.

Steel, Omaha: Every investor should try to familiarize himself with information concerning investment securities. It is the desire of established banking houses to prepare information of this character for their numerous clients and they are always willing to send this information to those who seek it. A pamphlet on "The Selection of Investments," just issued by A. B. Leach & Co., dealers in investment securities, 149 Broadway, New York, will be sent to any of my readers who may write them for a copy.

Query, New Orleans: The French people are the most saving in the world. They know how to invest their money safely. The American Minister to France is now preparing a report on this matter and I am glad to see that a prominent trust company is adapting the French system to American investors. The new book on "Investing Money Safely and Profitably," prepared by the Woodruff Trust Co., Joliet, Ill., can be had by any of my readers who will write to that company for a copy.

Cumulative, Seattle: 1. Cumulative preferred stocks pay accumulated dividends, that is, if dividends are not earned and paid at one time, and subsequently are earned, they are paid then. These dividends accumulate and are paid off in a lump as in the case of the American Can. Co. 2. Turner, Tucker & Co., 111 Broadway, New York, in their monthly investment circular, publish a list of cumulative preferred stocks, with prices, dividends and other interesting information. Write them for a copy.

Anxious, Altoona, Pa.: 1. Pay no attention to advertisements in yellow journals that offer you a quick road to gain a fortune. If there were such a road, the advertisers would not show it to a stranger. 2. Some bond houses have been established for many years and have a large list of customers whom they feel free to advise. From the selfish standpoint, it would not pay them to alienate or betray a single customer. 3. A good way to inform yourself regarding securities is to read the booklets of information they offer. These are usually compiled by experts and the information is of value.

Merchant, Schenectady, N. Y.: 1. Your plan of buying five or ten shares each of stocks which you believe stand a good show for a rise is excellent for a beginner. 2. The partial payment plan is described in "Booklet No. 4," published by John Muir & Co., specialists in Odd Lots, 74 Broadway, New York. Write to them for a copy. The booklet of advice concerning the purchasing of bonds of small denominations by those who wish to save for investment is entitled "Small Bonds for Investors." Write to Beyer & Co., the One Hundred Dollar Bond

House, 52 William Street, New York, for a copy of their "Booklet L., No. 104."

Stocks or Bonds: Preferred stocks are usually regarded as offering a better chance for speculation as well as investment than bonds, because in an active market preferred stocks of popular securities are more largely dealt in than bonds. Small investors like to buy preferred stocks, because with about \$100 they can usually buy one share and because preferred stocks pay a higher interest than the bonds. Pomroy Bros., members of New York Stock Exchange, 30 Pine Street, New York, have a list of preferred stocks which they recommend as specially attractive. Write to them for their "List No. 55."

L., Worcester, Mass.: 1. The drop in Hudson and Manhattan stocks is due to the diminished net earnings. Stocks of reorganized companies or those about to be reorganized are not usually attractive. 2. Many industrial corporations sell preferred shares to secure funds for the extension of their business. They are not in the gilded class but rather a business man's investment. 3. Usually after well established securities have had a serious decline in a liquidating market, they reach a level at which they can be bought with an expectation of profit. Speculators are always seeking to buy at the lowest level. If any one knew when this level was reached, he could not fail to make money. Here is where the element of speculation comes in. Conservative men think stocks like Ontario & Western, Southern Pacific, Atchison, Beet Sugar and Union Bag & Paper Pfd. are about as low as they should be. There are those who hold to the opposite view.

NEW YORK, April 17, 1913.

JASPER.

Life-insurance Suggestions.

THE folly of putting off the insuring of one's life until a more convenient day has frequently been emphasized in this column. But there is even a greater folly, and that is allowing a policy to be forfeited through sheer neglect, or, what is worse, through deliberate failure to pay the premiums. Considering the uncertainty of health and human life, there is nothing more senseless than to permit a life-insurance policy to lapse while one is able to keep up his premium payments. The fact that a man has once been insured is no proof that he can be insured again. He may not always be in such condition as to be regarded by an insurance company as a good risk. Moreover, the hour of dissolution often comes unexpectedly. Yet there are men so unmindful of their families' welfare as to treat their life-insurance policies as unimportant. If they happen to be a little pinched financially they sacrifice, not their pleasures, or other things not really essential, but their policies. They rely on their physical vigor for long years in which to make good this error, but in numerous instances, disease and death overtake them and they pass away, leaving their dependents in straits. To let a policy lapse, except from dire necessity, is in many a case, a crime against one's nearest and dearest.

B., Dallas, Texas: 1. The Capitol Life of Denver is an old line company established about six years and is making a vigorous struggle for business with rather a high rate of expense. 2. The National of Chicago was established in 1868 and is doing a large volume of business.

K., Sault Ste. Marie, Mich.: The Bankers Life of Des Moines was in the assessment class, but has recently changed to the standard old line contracts. Obviously such a change cannot easily be made, but it was the safest plan to pursue for the difficulties of the assessment plan were serious.

G. P. V., Staten Island, N. Y.: The Postal Life, of New York does its business direct by mail and does not employ agents on a heavy commission. This explains its low rate and its large dividends. The New York Insurance Department, under whose supervision it operates, has just made a thorough examination of the company and if you will write to Wm. R. Malone, President Postal Life Insurance Co., Postal Life Bldg., 35 Nassau St., New York, I presume you can obtain a copy.

G., Atoka, Okla.: 1. One of the best \$10 a year combination policies which provides for insurance for death, accident, and disability is offered by the Aetna Life Insurance Company, of Hartford, Conn., one of the oldest and strongest companies of its kind. 2. I do not believe in the plan of life insurance that you refer to. Better take the strongest and best.

Books Worth While.

THIS SIXTY YEARS SINCE, by Charles Francis Adams (The Macmillan Company, New York, 75c. net). A thoughtful and vigorous address delivered on Founders' Day at the University of South Carolina, Columbia, S. C. It contrasts views on leading political questions sixty years ago with those of to-day and suggests several amendments to the federal constitution which the author believes will better the administration of public affairs.

THE ADVENTURES OF MISS GREGORY, by Perceval Gibbon (G. P. Putnam's Sons, New York, \$1.35 net). The exciting events in the travels of a woman adventurer thrillingly told.

THE HERO OF HERAT, Maud Diver (G. P. Putnam's Sons, New York, \$1.50 net). The stirring events in the life of an historic personage—an Englishman who distinguished himself in the early history of India under English rule.

THE FIRST HURDLE AND OTHERS, by John Reed Scott (J. B. Lippincott Company, Philadelphia, \$1.25 net). A collection of short stories alive with interest, with frontispiece in colors by James Montgomery Flagg.

THE CLOCK THAT HAD NO HANDS, by Herbert Kaufman (Geo. H. Doran Company, New York, \$1.25 net). Advertising as a psychological science, clearly and concisely treated.

THE POTATO, by Eugene Grubb (Doubleday, Page & Co., New York, \$2.00 net). Everything that one could want to know about this vegetable and its cultivation and growth given by an expert.

BLUE ANCHOR INN, by Edwin Bateman Norris (Penn Publishing Co., Philadelphia, \$1.25 net). A humorous story with a clever theme, well treated.

THE LOVERS OF SKYE, by Frank Walter Allen (Bobbs-Merrill & Co., Indianapolis, Ind., \$1.00 net). A charming little love story as simple and fresh as a breath of spring.

A NEW BOOK On Investing Money Safely and Profitably

Any one who is interested in investing money—no matter how small the sum—is welcome to this book—called "My Country."

It explains a system of investment which has made the French people the richest in the world.

This system is now introduced into America for the first time. It will bring increased prosperity to individual investors and to our country as a whole, just as it has done in France.

The investments are bonds, secured by amortization first mortgages. (The term "amortization" is fully explained in the book.)

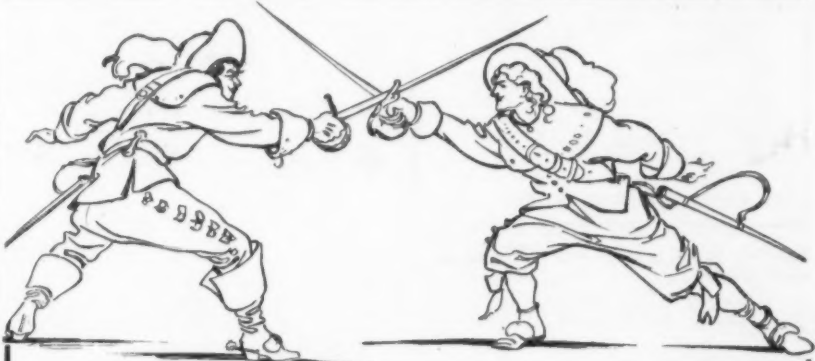
Such security is safe as U. S. Government Bonds, and the interest is excellent.

The French system, and its American adaptation, are both clearly and interestingly told in "My Country." This book should be read by everyone.

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HOW STEEP HILLS MAY BE AVOIDED.

In many of the Continental countries the motorist will travel ten miles to reach a point but one mile distant in a straight line.

Motorists' Column

Motor Department

Conducted by H. W. SLAUSON, M. E.

Readers desiring information about motor cars, trucks and delivery wagons, motorcycles, motor boats, accessories, routes or State laws can obtain it by writing to the Motor Department, Leslie's Weekly, 225 Fifth Avenue, New York City. We answer inquiries free of charge.

The Motor Car and the Floods

THE recent floods in the Middle West seemed to center around what, outside of Detroit and a portion of Michigan, has come to be the heart of the automobile industry. More than sixty motor car manufacturers are located in the cities in Indiana and Ohio directly affected by the high water, while another three score factories in these states escaped all danger. This total of more than 125 motor car factories located in two states will possibly serve to give one an idea of the immensity of the automobile industry. Even the factories in the affected cities were fortunate and reports from nearly all indicate that, while in many instances the water rose to a depth of ten and twelve feet on the factory floors, the actual damage done was comparatively small, and production is now going on as usual. In fact, the greatest hardship suffered by the factories lies in the inability of the railroads properly to handle the shipments, and it will probably be several weeks before this congestion can be relieved. The same holds true of another score or so of important tire and accessory manufacturers located in the afflicted section.

But great as was the inconvenience caused to the motor car factories by the floods, the high water everywhere served to emphasize the increasing utility of the motor truck and its fitness for service in all emergencies. All manner of motor vehicles were used to rescue stranded sufferers, automobile trucks rushed food and clothing to districts inaccessible to all other forms of land locomotion, and the ability of the modern gasoline engine to run until the water entered the carburetor was demonstrated in many a striking and dramatic manner.

Questions of General Interest.

The Indianapolis Speedway Race.

I. I. R. Ohio, asks: "Will the recent floods in the Central States interfere seriously with the five-hundred mile race to be held at the Indianapolis Motor Speedway on May 30th? I understand Indianapolis suffered severely in the floods, but certainly hope that any damage may be repaired in time for the race."

Your query is well answered by a message that we have just received from the speedway management from which you will see that your fears may be set at rest. The message is as follows:

Indianapolis, Ind.—Despite all rumors to the contrary which have been freely circulated about the country, the Indianapolis Motor Speedway has not been touched by the flood, which has held Indianapolis in its grasp during the past week, and the Speedway management reports that not a dollar's worth of property connected with the big race track has been harmed. The Speedway is situated on high ground northwest of Indianapolis and was several miles removed from the flood zone. The roadway which leads to the Speedway from the central part of Indianapolis is of solid concrete and today is in as perfect shape as it was before the heavy rains began falling. The flood will in no way injure the third annual 500-mile International Sweepstakes Race scheduled for May 30, and despite the tremendous excitement caused by the flood interest in the great speed contest has never been lost sight of.

Those who have planned to tour to Indianapolis for the race have been assured that they will find perfect road conditions awaiting them. The Indiana roads are all in excellent shape, and with a few days' sun will be in fine condition for touring. The bridges damaged by the flood will all be repaired long before race day, and there is nothing which should detract from the success which will undoubtedly attend the greatest automobile race ever held within the history of the sport.

The 1912 Glidden Tour.

T. H. P., Mississippi, writes: "Was there a route mapped out by the Pathfinders of the 1912 Glidden? If so, how could I procure that route for touring?"

The data obtained on this tour has been

included in a booklet known as "From Lakes to Gulf" and published by the American Automobile Association, No. 437 Fifth Avenue, New York City. The maps of the route are also covered in two separate pamphlets published by the same association. I would advise you to communicate with the A. A. A. for detailed information concerning the book and maps.

Cleaning Lamp Lenses.

C. R. L., Delaware, asks: "What is the best preparation to use for cleaning and polishing the lenses of my headlights? After they are lighted, the 'sweat' on the outside collects dust and dirt that becomes difficult to remove after the moisture has dried."

Alcohol or a mixture of alcohol and water has been found to be very good for removing this dirt. It is possibly hardly necessary to warn you that this cleaning fluid should not be applied to the lenses when the lamps are lighted.

Testing Valve Springs.

L. O. C., Pennsylvania, asks: "How often will it be necessary to replace the valve springs on my delivery car and how may I know when such a replacement becomes necessary?"

If your car is used every day and is run five hundred miles or more a week, you may find that valve spring replacement will become necessary at the end of eight or nine months. As soon as the springs begin to lose their strength the closing of the valve is not as rapid nor as positive as should be the case and you will find that your motor will begin to lose power when running at high speed. The springs may be strengthened by removing them and stretching them or separating the individual coils, but such a proceeding will hardly prove as satisfactory as will the use of new springs of the proper strength and temper. If you are not certain as to whether a certain valve requires a new spring or not, you may determine this satisfactorily by prying under the top end with a screw driver to increase the tension, and observe whether the motor speeds up. If the speed of the motor increases, it is evident that strengthening the spring will help matters.

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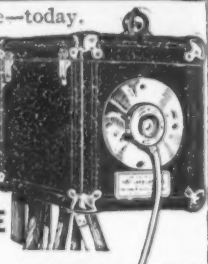
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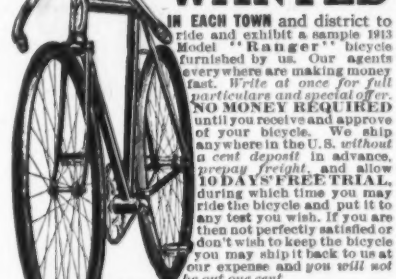
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The High Road to Pure Food

By ROBERT D. HEINL

Leslie's Bureau, Wyatt Building, Washington, D. C.

ON the sixth anniversary of the enforcement of the Pure Food and Drugs Act, I called on Dr. Carl L. Alsberg, the efficient new chief of the United States Bureau of Chemistry, to learn what the law had really accomplished. I was interested to find out how much our food supply had been improved. It can be said that the higher class of manufacturers have been eager to adopt improved methods when once they have been shown ways for bettering their product and for carrying out the law; and one vicious trade practice after another has been given up, as so many mile-stones passed in the steady advance for honest food manufacture.

Improvement has been made in three directions—in the factory, on the farm and in imported food and drug products. There are instances of manufacturers who have voluntarily installed expensive machinery in their factories for the sake of an improved output, as, for instance, a sorting apparatus to separate the sound from the decayed tomatoes.

A foodstuff which has risen in retail value from \$87,000,000 in 1904, to \$134,000,000 in 1909, according to the census reports, is entitled to consideration. This product is confectionery. It has reached a high degree of perfection in this country and holds a distinctive position in the eyes of the law. Coloring matters, even of the permissible varieties, are required to have notice of their presence given to the consumer in the case of foodstuffs in general; in candy, however, the addition of coloring matter is looked upon as an esthetic necessity, and therefore harmless coloring is permitted, for its presence is not deceptive.

Candy now is probably more rarely adulterated than ever in its history. By far the greater proportion of the confectionery sold for some time past has been free from positively harmful ingredients. In 1911, the State Dairy and Food Commission of Pennsylvania made an investigation of more than 250 samples of candies, particularly of the cheap varieties, and of this number only four cases were recommended for prosecution.

Short weight probably causes more prosecution against manufacturers than any other charge. This is occasionally pardonable, for some products shrink materially upon drying, and bottle containers are seldom blown of uniform measure. The law now requires the net weight of food packages to be stated on the label and gives the Secretary of Agriculture authority to establish rules for the recognition of certain variations in weight. This amendment is expected to result in more careful statements of weight on the part of manufacturers.

Reform has extended to the farm in methods of producing food, notably milk and eggs, products which touch the health of the people very closely. Bad methods of handling these perishable articles are very often caused by ignorance of better ways. The local health authorities take a greater interest in the milk supply than in any other commodity, and the Federal Government has left the inspection of this food for the most part to them, except where it constitutes interstate-commerce. There is no doubt that the farmer has been impressed with the advisability of producing clean and sanitary milk, for business reasons, if for no other, and that the old-time abuses in handling the product are giving way to modern sanitary methods.

Eggs are another farm product which is being greatly improved by good handling. The practical application of the principles of bacteriological cleanliness to commercial procedures must be the basis for the handling of eggs out of the shell, just as it must be in dairying or the handling of milk. An improved product has resulted from the shipping of eggs by cooling before loading and by transportation under refrigeration. The number of plants using mechanical refrigeration in Kentucky and Tennessee alone has increased during the last year from 2 to 6, and the tonnage of refrigeration has increased from 48 to 160 tons. Many of these eggs go into what are known in the trade as frozen and dried eggs, products used chiefly by bakers, and the samples of them now examined show a decided improvement.

Recently established factories are adopting a new process for powdering eggs, eliminating the danger of bacterial infection which was a source of trouble in the old drying processes. Improved methods worked out in the laboratory have been transferred to the commercial breaking rooms and applied to the eggs used there. The results have shown that good eggs, unless properly handled, will not give a bacterially clean product and that many eggs which would not be good at the market center, generally a six-day haul away, were good food if broken and frozen or dried immediately.

Domestic goods still masquerade as foreign to some extent, though not as largely as was once the case. This is especially true of liqueurs and cordials, for these products are made after foreign recipes and adopt foreign-looking labels which are completely deceptive to the average consumer. It is taking great persuasion to induce manufacturers to leave off foreign national flags from American products, to say nothing of meaningless gold medals, which is a favorite way they have of imparting the foreign appearance to their labels in order to satisfy the American's craving for foreign-made articles. This craving, by the way, is not so widespread as formerly.

It seems apparent, from the fact that over 2200 judgments have been rendered, usually in favor of the Government, during the last six years, that a general cleaning-up was necessary in the method of preparing foods and drugs. So small have been the fines imposed in many instances that the punishment has hardly seemed to fit any crime, but the penalty dreaded by the violator of the law is the published judgment and the consequent loss of business estimation. Manufacturing firms are very sensitive with regard to having court decisions which reflect upon them made public, as their competitors are quick to take advantage of the situation, and use it with persistency and with telling effect against the firm responsible for selling adulterated or misbranded goods.

An examination of the annual reports of State and National food officials shows that nearly all the violations for which the numerous prosecutions are brought are for the sale of foods that are in themselves not unwholesome or injurious to health, but are sold upon false representations as to their ingredients, or are unfit for human consumption on account of either uncleanness or decay.

It must always be remembered that under the law the power of the Federal Government over foods and drugs is limited. It has jurisdiction over all such products which come into the state from foreign countries or from other states, but no control over local conditions within a state except when the product is transported over the border line and sold in the original package. The amount of protection thus afforded to the individual in the state is necessarily proportioned to the amount of foods which are brought in from foreign countries or other states of the Union and consumed within that state. Not until every state enacts and enforces laws supplementing the Federal law will an ideal for such legislation exist; but from the popular interest in the subject it seems that that day is not far removed.

In this matter, as in some others, harmony and uniformity in legal regulations throughout the country would prove a convenience and a benefit to all honest producers, as well as a boon to consumers.



Dr. CARL L. ALSBERG,
Chief of the United States Bureau of Chemistry.

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Little Stories of a Big Flood.

(Continued from page 443.)

"We fed 800 this evening when we stopped counting. Doubtless the number reached 1,000 before the entire bread-line was served. Millionaires came with the poorest Negroes for food. We were able to give them food and plentiful rations because of the splendid responses for help from all over the country.

"The two French chefs of the Dayton club were doing the cooking. Such vegetables as peas, beets, carrots, potatoes, and others that couldn't well be served separately were made into a vegetable stew. Great squares of bread were dried in the ovens and put into the soup. The result was a highly nutritious and a delicious dish. We served great spoonfuls of beans, two strips of bacon, and a helping of the stew, and there was coffee for all. Two beautiful high-school girls who came first for their rations took off their hats and coats and stayed all day to help serve. At night their fingers were so cramped by holding the coffee pitchers that I had to take them and straighten them out. The best women in Dayton were working all day long at the Dayton Club and at all the other headquarters. For the evening meal, we served two sardines, a spoonful of salmon, and bread and butter. But tell me, please, what idiot sent in can after can of molasses!

"Every man employed at any sort of work in Dayton was working under arms, even the street-cleaners. The worst thing about the cleaning-up business was that men offered \$3.50 a day just to clean the mud off the streets refused to work. The city was full of hoboes and there was too much to eat. They were afraid they would miss something if they went to work. The first men to clean the streets were forced to do so at the point of the bayonet, and were paid \$2.00 a day by the Government. Looters were shot down as soon as discovered."

Eight hundred people were marooned on the second floor of the Union Station from Tuesday morning till Thursday night. The manager of the restaurant had been warned that the waters were coming, and had porters carry the food supplies upstairs. When the crowd rushed in from a train or was brought in by rescue boats, each was given a sandwich for breakfast. At night a dinner consisting of bean soup and hot malted milk was served. A white waitress and a negro cook did all the cooking.

The four hundred people who sat all those days and nights on the roof of the station fished barrels of apples and oranges out of the raging waters.

To many who were in high buildings without food and could not get down to the boats, sandwiches were tossed. A crowd of Springfield society women who had been asked to a fashionable luncheon, spent the time in making packages of three sandwiches each; they tied them in neat bundles with cords attached, so as to be easily tossed into windows.

A poor horse was tied to the fire escape at the Beckel House, and as the water lowered his tether was lengthened until he finally stood on terra firma again. He was fed with delicacies seldom included in equine menus.

Two mothers stood in the water breast deep for an entire day and night, holding babies above their heads, and saved their lives.

One family whose house was saved, but who had no gas, was found cooking a meal on top of the furnace in the cellar.

The ingenuity that served to save life in miraculous ways during the flood is now asserting itself in the work of rehabilitation. The latest idea among the Springfield people, whose relief committees have done constant life-saving service, is to send to Dayton one of the machines used to scatter seed, to be used in spreading lime upon the mud. This ability of the human mind to conceive of absolutely new ideas under stress of awful necessity leads one to a stronger belief than before in an actual working sixth sense—an emergency brain cell that is invaluable.

Orville Wright had no opportunity of making an escape in an airship, or in saving others that way, as he was not near his hangars when caught by the flood. His father and sister escaped in a common wagon. He was supremely thankful when he found that the angry torrent had spared the old workshop wherein he and his brother, the late Wilbur Wright, had conceived and perfected, their bi-plane. In that shop were invaluable papers and drawings, but all were saved.

The business section was inundated by the raging waters, but some of the buildings were sufficiently close for men and women to jump from one to the other.

Suddenly fire broke out. Those standing on one roof could see it creeping toward them. It meant but a veer of the wind and

the flames would be upon them. A father and mother and two babies were on one roof. The man and woman could jump across, but they were afraid to throw "the kiddies" over. Then the man rushed suddenly back through the trap-door into an upper room. In an instant he reappeared with a hammer, nails, and blanket. How he got them, or found them, God alone knows. He quickly nailed one end of the blanket to the eaves of his roof, jumped across, nailed the other end to the opposite roof's edge, and then called to his wife to roll the babies across. She did so, and he caught them in his arms. The woman jumped to safety and the flames demolished the building.

The Atlas Hotel stands across the street from the Young Men's Christian Association. Ropes were knotted at one end and tossed across the raging yellow waters to opposite windows. Then baskets on pulleys were worked across. These contained food and milk. Once the Atlas sent a dozen eggs across, and the Y. M. C. A. boys boiled them and sent them back.

A young woman stenographer was caught on her way to work, but climbed to the top of a van. When the water reached her, she crawled out onto the back of one of the horses and there she clung while the animal breasted the tide for hours, and finally landed her on high ground. The girl is going to buy the horse, if she ever finds who owns him!

Why Timber Land Bonds Attract Investors.

(Continued from page 449.)

which the timber is bonded and is applicable only to the payment of the principal, thus retiring the entire bond issue when one-half of the timber has been cut. Thus the debt per thousand feet is decreased and the margin of safety increased with the payment of each installment of principal.

The following example illustrates the manner in which this is accomplished. The illustration is typical, being based upon an issue of \$1,500,000 of bonds, secured by one billion feet of timber, valued at \$3 per thousand feet. The company cuts annually fifty million feet, and as the normal sinking fund payment for such an issue (based upon retiring the entire issue when one-half of the timber has been cut, the original debt being \$1.50 per thousand feet) is \$3 per thousand feet, the serial maturities will be fixed at \$150,000 of bonds per annum:

Year		Bonds	Debt per	Margin
Original	Security	Out-	1000	of
Issue		standing	feet	Security
1	1,000,000,000 "	\$1,500,000	\$1.50	50%
2	950,000,000 "	1,350,000	1.42	52%
3	900,000,000 "	1,200,000	1.33	55%
4	850,000,000 "	1,050,000	1.23	59%
5	800,000,000 "	900,000	1.12	62%
6	750,000,000 "	750,000	1.00	66%
7	700,000,000 "	600,000	.85	71%
8	650,000,000 "	450,000	.69	77%
9	600,000,000 "	300,000	.50	83%
10	550,000,000 "	150,000	.27	91%
	500,000,000 "	PAID	PAID	100%

The well-issued timber land bond presents the following features:

1. It possesses the ultimate security of the well placed real estate mortgage, being secured by improved real estate that is increasing in value through the rapid exhaustion of one of our most valuable natural resources.
2. It possesses the high interest rate and the marketability of the high grade industrial bond without being subject to the disadvantages ordinarily inherent therein. The payment of timber land bonds cannot be said to be dependent upon management or continued business prosperity. The timber land bond yields six per cent. interest, and possesses the marketability of the average well-distributed bond together with the added strength that results from serial maturities.
3. It is not dependent for payment upon earnings or refunding, being paid by the simple and natural process of converting a great natural resource into dollars.
4. The interests of the investor in timber land bonds are safeguarded by careful estimates of the amount and present value of the timber, by certification by competent attorneys that merchantable title to the lands rests in the trustee for the benefit of the bondholders, and by rigidly drawn mortgages which provide for the protection of the investor against all known contingencies.

Recent Deaths of Noted Persons.

JOHN BROOKS HENDERSON, formerly United States Senator from Missouri, and author of the 13th amendment to the Federal Constitution, died at Washington, D. C., April 12, aged 86. He was chairman of the Republican National Convention at Chicago, in 1884, which nominated James G. Blaine for President.

JUDGE ADDISON BROWN, of the United States District Court, died in New York, on April 9th, aged 84. Besides being an able jurist, he was noted for his activities as a botanist and astronomer.

CHAS. E. PUGH, a veteran railroad man and former vice-president of the Pennsylvania Railroad, died in his 74th year at Old Point Comfort, Va., on April 8th.

EDWARD DOWDEN, Professor of English Literature at the University of Dublin, and a scholar of international repute, died at Dublin, Ireland, April 4th, aged 70.

HENRY MATTHEWS, Viscount Liandaff, formerly British Home Secretary, died in London, April 8d, aged 87.

CARL HAGENBECK, the famous animal dealer and exhibitor, died at Hamburg, Germany, April 14, aged 69.

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18 H.P. 3 cyl. \$250.00

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Gives you nature's three greatest curative agents for the price of one—Vibration, Faradic and Galvanic Electric ty. Be strong—be healthy, appreciate things the way you used to. These three world renowned athletes use the White Cross Electric Vibrator.

Ed Walsh Says:

The White Cross Electric Vibrator is a great machine. I believe people do not realize how much good they can get out of this little instrument. If they did, you couldn't make enough of them.

Yours very truly,
(Signed) *Ed Walsh*

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(Signed) *Billy Sullivan*

James Callahan Says:

I believe an electric vibrator absolutely indispensable to an athletic team. I have used one five years myself and it was used in the past season by the White Sox. As a result the players were kept in the best possible condition. It loosens as well as strengthens the muscles and it has the tendency to rejuvenate a tired man.

(Signed) *J. J. Callahan*
Mgr. White Sox.

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Leslie's Fifty Years Ago

Illustrations, News Items and Comment Printed in the Early Days of 1863

April, 1863.

The Commissioner of Internal Revenue has decided that oil manufactured without distillation from paraffine and benzole will be subject to a duty of 3 per cent. ad valorem. Coal illuminating oil, manufactured by the distillation or redistillation of benzole, paraffine or other bituminous substances, is subject to a duty of 10 cents per gallon.

Gold has raised the last week from 146 to 150. Exchange on London 162.

We see it stated that Robert Small, the famous Negro pilot, is to have charge of the first ironclad that will attempt to run the gauntlet of the Confederate batteries in the harbor of Charleston.

The two widows of the late Edwin P. Christy, who left \$200,000 are disputing the will. It will probably be half spent before the case is settled.

The ships of France in 1850 measured 674,205 tons. Those of Massachusetts the same year measured 703,850 tons. Since the mercantile marine of France has fallen to 581,720 tons, as we chronicled in our "Notes and Notices," in making an immense navy Louis Napoleon has destroyed that on which it alone can be supported. He has killed the goose for the sake of a few eggs. The mercantile marine of France is now only a tenth of the English Marine and one-ninth that of the United States.

Prentice laughs at the heading, "Astounding Robbery," which frequently appears in connection with some fraud on the Government. He says he occasionally sees cases of "astounding honesty" but robbery no longer astounds.

Chief Clerk Grinnel, of the Agricultural Department, has inaugurated a system by which full reports of crops throughout the country will be received and published monthly, commencing in May next.

The agent sent down to the camp to look after the Maine regiments, has written to the Governor urging him to recommend the friends of soldiers not to send mince pies to the soldiers, as he can trace many cases of sickness to that article of food.

The list of deserters recently presented to the President measured 33 feet in length.

The ladies of the French Court are visiting the catacombs by way of a amusement. The galleries are illuminated by the electric light.

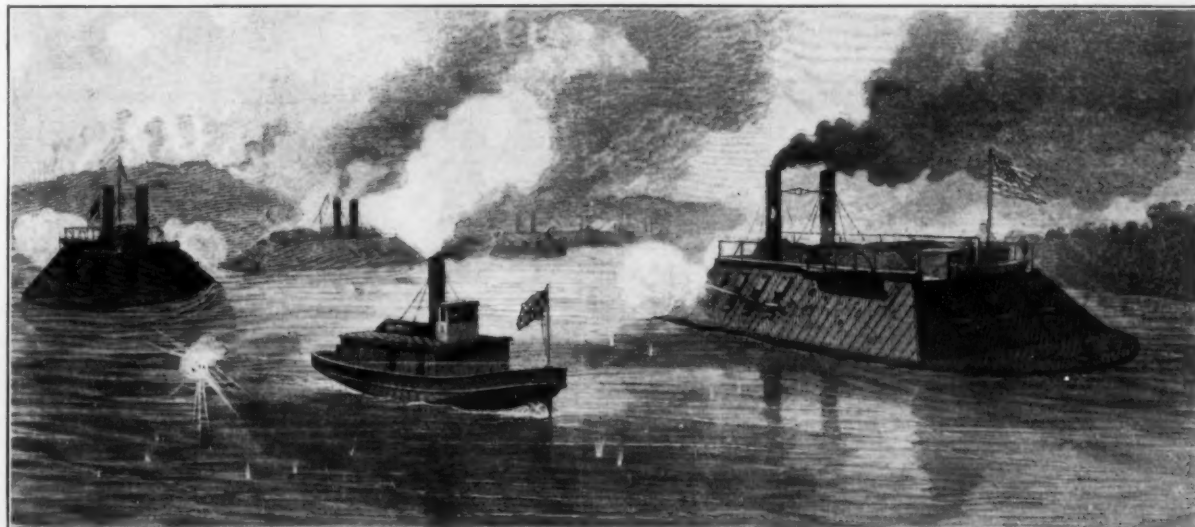
It is said that some of the most distinguished engineers in France have approved a plan for a railway



REPAIRING THE LEVEE ON THE MISSISSIPPI RIVER IN MARCH, 1863. Contrabands at work under the direction of Capt. Hodge of the United States Army.



NEW YORK SOLDIERS RETURNING FROM THE FRONT. The 7th and 8th New York Regiments arriving in New York City on April 28, 1863. They brought back three Confederate battle flags captured at Antietam.



SILENCING THE CONFEDERATE GUNS AT GRAND GULF, MISS., APRIL 29, 1863. The attack was made by seven gunboats (the Benton being the flagship); the victory was accomplished with small loss of life to the Union fleet.

May, 1863.

from Paris to Marseilles, by which the journey which now consumes 18 hours may be made in one hour and a half. The distance is 510 miles. The plan has been submitted to the Emperor for his approval. The hydraulic system, in which sliding is substituted for running on wheels, is that proposed.

The vanity of fame is beautifully illustrated by the little fact that a splendid portrait of the Confederate president has just been published in Paris with this inscription: "M. J. Davids, President of South America."

It will be nearly a year before Childs, the publisher of Philadelphia, issues the second volume of Allibone's Dictionary of Authors. The editor says the Joneses and the Smiths have impeded the work. There are in his work 600 of the family, 91 of whom are John Smiths.

Several petitions having been presented to the Pennsylvania Legislature against the immigration of Negroes; one Mr. McClellan presents a remonstrance against allowing red-haired persons to become so numerous in the State.

A vigilant officer in Washington extracted 17 canteens of whiskey from a lady's hoop-skirt the other day—21 pints in all.

Charles Dickens is going to try his hand once more on a serial story. It is founded on the Roupell forgery case.

Col. Forney, in a letter to a friend, says: "Whom do you think I met last night? Franklin Pierce, neither more nor less. And looking like a bridegroom—fat, friendly, and (pardon me, General!) 54. I had not seen him for three years. Remembering his kindness to me in days gone by, and his genial nature and generous heart, I felt glad once more to take him by the hand. We spoke no politics for we differ much, I am sorry to feel on these troubles; but I soon saw that we did not differ on one point, viz.: that there was to be no separation of this Republic."

An ingenious down-caster who invented a new kind of "love letter ink" which he had been selling as a safeguard against all actions for breach of promise of marriage, inasmuch as it entirely fades from the paper two months after date, was recently "done brown" by a brother down-caster, who purchased 100 boxes of the article and gave him his note for 90 days. At the expiration of the time the ink inventor called for payment, but on unfolding the scrip, found nothing but a piece of blank paper. The note had been written with his own ink!

Easy to Bake

GOLD MEDAL FLOUR

Bakes all recipes with least effort and brings best results.

TRY THIS FOR GINGER SNAPS

1 cup molasses	½ cup butter
1 teaspoon soda	1 teaspoon ginger
½ cup sugar	3 cups Gold Medal Flour

Mix molasses, sugar, ginger and butter, stir over the fire until the butter is melted, then stir in quickly GOLD MEDAL FLOUR in which has been sifted the pulverized soda. Knead dough until it becomes smooth and set on ice, over night if possible. Roll as thin as a paste-board and bake in a quick oven.

AT ALL GROCERS

WASHBURN-CROSBY CO.
GOLD MEDAL FLOUR

EVENTUALLY WHY NOT NOW?